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FOCUS PIECE

Doing Some Housekeeping

Following A Big 2005, SMEs Get Affairs In Order With Small Projects

by Ericka Chickowski

• • •

THE PAST YEAR has finally seen the revival in IT spending that was predicted by the analysts. Numbers were boosted in large part by long-neglected hardware and software upgrades that had finally become critical to business operations. For example, this year saw the most desktop replacements since Y2K. Overall, experts expect the final spending tally to improve by around 7% over 2003.

So what do IT spenders have up their sleeves for 2005? Will there be another bump up in spending? And where will managers concentrate their efforts?

Generally, analysts are expecting another healthy—if somewhat small—gain in spending. The average guess seems to be between 6% and 8% for the year. AMR says 6.6%, Forrester predicts 7%, and a CIO Magazine survey of 252 CIOs points at 8.9%. This higher growth prediction by *CIO Magazine* is probably a result of the fact that the CIOs it surveys tend to be from larger enterprises—and next year experts expect some of the big enterprises to spend some cash.

For many SMEs, however, the coming year will offer a breather for tight-fisted CFOs. The year should keep the CIOs scrambling, though. As Greg Ross of Buffalo, N.Y.,-based AP Wagner puts it, it is time to do some housekeeping.

"Our company is approaching 2005 aggressively in terms of the amount of IT projects that need to get done,



but somewhat conservatively in regards to big-ticket IT spending," he says. "We are looking to 'get our house in order.'"

Many companies are in the same boat as AP Wagner. During 2004, many broke the bank for those big projects. Now it is time to make the end products from these tasks work optimally.

For example, Seattle-area computer parts distributor Microstandard switched to VoIP last year, spending much of the year adjusting to the change. To keep up with the operation's heavy phone demands, IT Director Chris Mitchell is now planning an IP telephony software upgrade.

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The 64-Bit Computing Adoption Process

Taking Time, Effort & A Little Commitment

by Chris A. MacKinnon

• • •

NOWHERE DO HYPES come and go faster than in IT. Over the past few years there has been much hype about 64-bit computing, and six months to a year ago, that hype seemed to be at its peak. Since then, however, the hype seems to have dissipated somewhat. Why has this happened? Are chipmakers and software developers teetering on the 64-bit fence? Although the transition from 16-bit to 32-bit computing took seven years, some analysts feel that the move from 32-bit to 64-bit computing could perhaps take only five years. But why is the 64-bit question losing so much publicity as of late?

What Say The Experts?

Gordon Haff, 64-bit computing expert and senior analyst and IT advisor at Illuminata, has a refreshing perspective. Haff says, "What's happened is that the 64-bit x86 hardware has basically happened. It's making its way into servers and desktops almost transparently as the next generation of chips roll out. For the most part, x86 is emerging as the winner for mass market 64-bit computing. Intel's new management increasingly paints Itanium as a specialized solution for the high-end. At the same time, the software is largely not there for the volume commercial market yet. Specifically, Windows for x86-64 won't be out until next year. So users aren't yet facing the question of where, when, and how to upgrade their software to 64-bits."

Are chipmakers and software developers teetering on the 64-bit fence?

In the case of the disappearing hype, Ian Jarman, eServer i5 product manager at IBM, provides a few clues from Big Blue's side of the fence. Jarman says, "Actually, I'd say that the hype surrounding 64-bit computing has been building since the mid-1990s, when DEC delivered Alpha and IBM delivered its first 64-bit AS/400s. In subsequent years it has hyped 64-bit

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NEW PRODUCTS

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■ **Adaptec** released the 1.6TB model of its Snap Server 4500. ■ **AT&T** announced a series of improvements to its VoIP and VPN services. ■ **Cisco** released the Cisco File Engine, which reduces the latency of accessing files over the WAN. ■ **Fortinet** introduced the FortiProtect Premier enhanced virus protection service level agreement. ■ With its FibreStor-DI, **Globalstor Data** is targeting video applications users who need fast storage options. ■ **Network Instruments** released Observer 10.1. ■ **Sun** unveiled the Sun Ray Server Software 3.0 and the Sun Ray 170. ■ The new **Symantec** Premium AntiSpam is an optional add-on service for users who already have Symantec Mail Security and AntiVirus Enterprise Edition. ■ **Transition Networks** released a series of PoE media converters.

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☐ 10 - 99 ☐ 500 - 999
☐ 100 - 199 ☐ 1,000+

2. How often do you purchase computer hardware/software?

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☐ Bi-Weekly ☐ Annually
☐ Monthly ☐ No Involvement

3. What is your annual computer hardware/ software purchasing budget?

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☐ $25,000 - $49,999 ☐ $500,000 - $999,000
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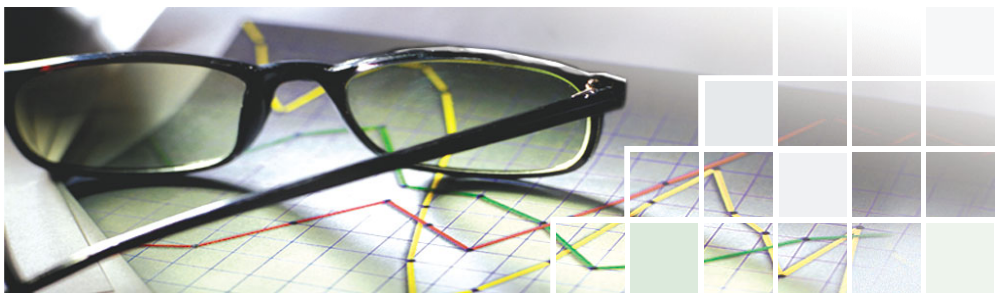
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MarketPlace NEWS



THE DOW HIT A 3.5-YEAR HIGH on Dec. 21 as investors expressed hope that the economy was stabilizing. Skeptics said that the boost was a temporary hurrah at the end of the year and that stocks could tumble again soon. The Dow closed at 10759.43, up from 10691.45 a week earlier. The Dow is up 10% since the presidential election. The Nasdaq closed at 2150.91, down from 2162.55 a week earlier. The Nasdaq is up more than 93% since October 2002.

Worldwide Semiconductor Revenue Hits 23%

THE GLOBAL CHIP INDUSTRY is on track to grow 23% in 2004, according to the latest prediction from Gartner. Revenue for semiconductors will grow to $218 billion, up from $177 billion a year ago despite a slowdown in the second half brought about by excess inventories. Gartner said that vendors have throttled back on production to correct the inventory buildup. Intel remained the largest vendor with 13.7% market share, while Samsung Electronics was second with 7% share. Texas Instruments ranked third with 4.4% share, and Infineon Technologies was fourth with 4% share.

ATI Reports Record Quarter

GRAPHICS CHIPMAKER ATI reported a stellar quarter for the first fiscal quarter ended Nov. 30, and it said it foresees bright prospects for sales in the coming quarter. The company reported net income of $63.7 million, up 34% from a year ago. Revenue was $613.9 million, up 31% from a year ago. Dave Orton, CEO, said the company saw good demand for its notebook and desktop graphics chips and noted that the company saw supply shortages for some of its older parts. The company remains in close competition with NVIDIA, which a week earlier won a deal to supply graphics chip designs for Sony's upcoming PlayStation 3 video game console.

Offshoring To Continue In 2005

A REPORT BY NEOIT predicted that more than 80% of the world's top 2,000 companies will establish significant outsourcing operations by the end of 2005. Pressures to cut costs are growing, but political opposition to the practice is weakening. SMEs are expected to join the trend, as are companies in the manufacturing, health care, and retail industries. India, China, Russia, Eastern Europe, and Southeast Asia are expected to benefit from the trend.

Solectron Returns To Profit

SOLECTRON POSTED a first-fiscal-quarter profit, but its revenues were weaker than the contract manufacturer predicted. The company reported net income of $55.9 million, up from a loss of $119.8 million a year earlier. Revenues were $2.69 billion, slightly below $2.7 billion a year earlier. The company had projected sales of $2.9 billion to $3.1 billion, and it blamed the shortfall on weakness for set-top boxes, third-generation cell phones, and semiconductor capital equipment.

Head Of eBay's Indian Unit Jailed On Porn Charges

EBAY WON BAIL for the head of its Indian subsidiary after the government arrested him on charges that he ran an operation that allowed the sale of obscene material through the Internet. eBay said that the material isn't allowed on its site, and the material was quickly removed when it was discovered.

RIM's Net Income Rises Five-Fold

RESEARCH IN MOTION SAID net income for its third fiscal quarter rose five-fold as subscribers continued to adopt the company's BlackBerry wireless email gadgets. RIM reported net income of $90.6 million for the three months ended Nov. 27, up from $16.3 million a year earlier. Revenue more than doubled to $365.9 million from $153.9 million a year earlier as the company signed up 387,000 subscribers during the quarter.

IAC To Spin Off Expedia

IAC/INTERACTIVE SAID it would spin off its travel Web site business to shareholders in a separately traded company called Expedia. The businesses account for about 30% of IAC's revenue. Investors reacted positively to the news, and CEO Barry Diller said the breakup would simplify the company and help boost growth in different businesses. The Expedia operation will include Hotels.com, Hotwire, and other businesses. IAC will keep businesses such as the TV-shopping channel HSN, CitySearch, Ticketmaster, and Lending Tree.

Microsoft & Citrix To Collaborate

MICROSOFT STRUCK a deal with corporate network software firm Citrix Systems to collaborate and license each other's technology. The five-year deal extends an earlier agreement and ensures that Citrix software will run smoothly on Microsoft's next major upgrade for its server software for networked computers.

Next Apple Chip Could Run Multiple OSes

APPLE COULD BENEFIT from IBM's plans in 2005 to create versions of its PowerPC chips that can run multiple operating systems on the same computer. The next-generation chip uses partitioning, a concept from mainframes that allows machines to divide themselves into compartments that can independently run software.

SCO Group Reports Deeper Loss

THE SCO GROUP REPORTED another weak quarter as it posted a loss of $6.5 million for the quarter ended Oct. 31, compared with a loss of $1.6 million a year earlier. Revenue dropped from $24.3 million to $10.1 million. It blamed the revenue decrease on competition and a drop in the company's success at licensing its intellectual property. SCO is suing IBM for Big Blue's alleged donation of SCO's proprietary Unix code to the open-source Linux OS.

WATCH THE STOCKS

This information provides a quick glimpse of current and historical stock prices and trends for 16 major companies in the technology market.

Company	Symbol	Dec. 21 $	Dec. 15 $	% change
Avaya	AV	$17.38	$16.80	▲ 3%
BEA Systems	BEAS	$8.83	$9.41	▼ 6%
Computer Associates	CA	$30.95	$30.88	▲ 0.2%
Cisco Systems	CSCO	$19.36	$19.40	▼ 0.2%
Dell	DELL	$41.61	$42.19	▼ 1%
Electronic Data Systems	EDS	$22.68	$22.53	▲ 1%
Google	GOOG	$183.75	$179.78	▲ 2%
HP	HPQ	$21.21	$20.71	▲ 2%
IBM	IBM	$97.02	$97.33	▼ 0.3%
Intel	INTC	$23.49	$23.14	▲ 2%
McAfee	MFE	$28.34	$32.71	▼ 13%
Microsoft	MSFT	$27.07	$27.11	▼ 0.1%
Oracle	ORCL	$13.79	$14.09	▼ 2%
PeopleSoft	PSFT	$26.41	$26.40	▲ 0%
Red Hat Software	RHAT	$15.13	$16.01	▼ 5%
Sun Microsystems	SUNW	$5.25	$5.40	▼ 3%

NOTE: This information is meant for reference only and should not be used as a basis for buy/sell decisions.

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PROCESSOR® SHOWCASE

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Services
Design, Implementation, Development, Hosting, Security, Manufacturing, Training

Software
Business Productivity, Communications, Application Development, Security, System Management

End Nodes
Servers, Systems, Mobile Devices, Components, Monitors, Peripherals, KVM

Communications
Routers, Switches, Network Security, Storage Networking, Telephony, Wireless

Physical Infrastructure
Cabling, Environmental Controls, Fire Protection, Power Distribution, Racks

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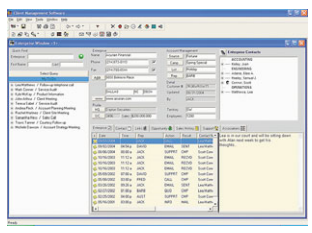
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Process Automation
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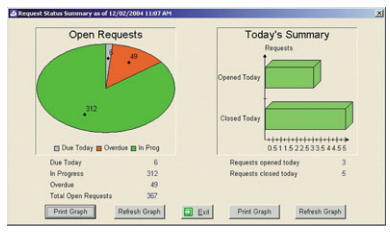
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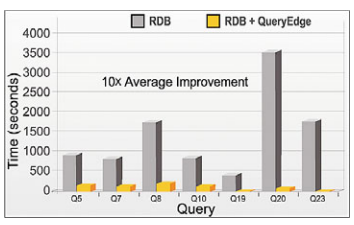
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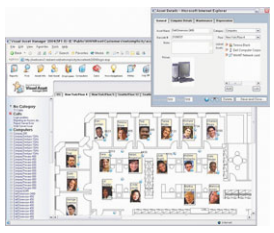
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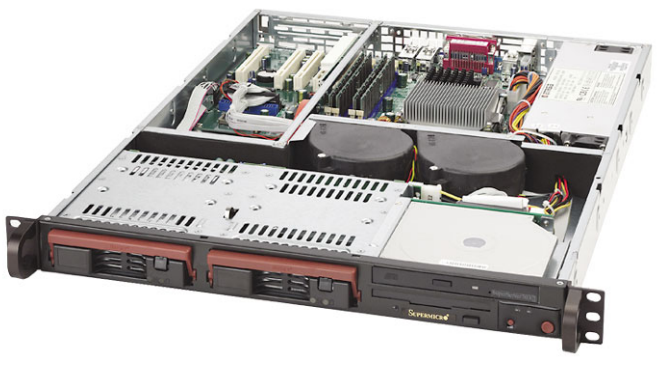


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FOCUS PIECE

Manufacturers: What's In Store For 2005

Companies Talk About What They See In The Year Ahead

by Elizabeth Millard

• • •

AS PROCESSORS GET FASTER, devices get smaller, and security gets tougher, many small to medium-sized enterprises are finding that it's a great time to buy technology. Manufacturers are bolstering that feeling for the coming year with a slew of products and services designed to make management easier and purchasing less painful.

Here's what some major manufacturers see in the coming year in terms of trends and products in important areas, with a close look at what SMEs in particular should see.

Storage

As every data center manager knows, the corporate realm is awash in information, and nearly all of it has to be captured, secured, and saved. But take heart: This year should prove to be a boon for the storage industry, since resource management is in the spotlight for many vendors.

"The data storage industry has been invigorated by hardware and virtualization technologies that were unveiled by a variety of vendors last year," says Scott Drummond, IBM's program director for storage networking. "I think we'll see similar innovation in the coming year."

Drummond predicts that there are some major issues that will be addressed in the near future, including regulatory compliance, security, and management of data volumes. One notable focus area will also be information lifecycle management, which has been confusing for some IT departments in the past but is due to get more exposure through better approaches soon.

In 2005, Drummond thinks that companies, including SMEs, will find it easier to simplify infrastructures and architectures through automation. "There are many intelligent orchestration and provisioning products that help to do this," he says. "And I think more are on the way."

In general, this should be a year of stronger management abilities in data centers of every size. Data center managers have put many hardware and storage pieces together in the past few years, and now they'll be looking more intently at how to create an automated, centralized process. "People are going to be intent on figuring out how their little puddles of data can be put into pools," says Drummond. "They want to manage fewer items."

Security

It seems a daunting task to consider which security products to choose. After all, the market has been flooded in the last few years with software, hardware, intrusion detection systems, consultants, and security certifications. But it's all for a good reason: The bad guys are still out there, and they're better armed than ever.

One trend that's due to increase is attacks that are focused on monetary gain, according to Oliver Fredrichs, senior manager with Symantec Security Response. He notes that in the past, it was high school or college students that crafted viruses and worms in order to flex some technological muscle. But the ones to watch now are phishers, who are intent on identity theft and are developing powerful tools to trick users into opening their systems.

Although phishing and spyware are sometimes considered problems on a consumer level, Fredrichs says companies should be taking them far more seriously than they are. "The majority of threats are broad, so they're not targeted at home computers," he notes. "They affect everyone, and companies really should be looking at what they're doing to limit these attacks."

With that in mind, companies such as Symantec, as well as others such as McAfee, will be addressing emerging threats in the next year, including phishing. Steve Crutchfield, director of product marketing at McAfee, says his firm is tweaking products specifically geared toward helping SMEs manage multiple components of security, in order to stop threats before they wreak havoc inside the firewall.

"SMEs usually don't have a dedicated security person," says Crutchfield. "So, you're going to see more software this year geared toward management and automation for security."

Wireless

With better products and standards, the wireless world has never looked stronger. Not only are wireless implementations being done in airports and other public gathering spots, but the technology is now seen at a large number of SMEs.

Bipin Mistry, director of systems architecture at 3Com, notes that enterprise features found in higher-end products have been working their way down into smaller offices, and this is good news for smaller companies. "It's getting much easier for SMEs to deploy wireless networks and self-contained systems," he says.

He adds that companies such as 3Com are working to meet this trend, and the result should be seen over the next year as the demand for wireless systems goes up. Many products that were designed for large enterprises are already being tweaked to fit smaller companies. This results not only in more affordable products, but also in the creation of products that have more simplicity and usability.

"Companies have to have a level of functionality and security, but there's a great deal of complexity right now that's making it a challenge to create simple products," says Mistry. In 2005, SMEs will likely see systems and applications that give greater performance at a better price, but they should be prepared to wait a few more years for all the complexity to be completely managed, Mistry says.

Networking

Although wireless is all the rage, there are still wires involved, and they have to be managed. Networks are being reconfigured to make way for VoIP in many cases, according to Mistry.

Tom Buiocchi, vice president of worldwide marketing at Brocade, adds that there are many trends already happening in networking that are due to get stronger in the coming year. A main one is speed. "Networking has gotten significantly faster in the last few years, and it will keep getting even faster," he says. "This gives us a great opportunity for performance and interconnection."

In storage area networking, data center managers can expect better ways to share data and devices across networks, and Buiocchi believes that faster network speed will reduce the number of "SAN islands" at companies. Rather than having independent storage networks in a department, it will be possible to create a stronger, interconnected network with SAN routers and use selective channeling.

Happily for SMEs, greater speed and capability won't have to come at a high price. "The cost of networking products has come way down," he says. "You can expect that to continue."

VoIP

It seems that Internet telephony is finally turning the corner from an early-adopter darling to a reliable business tool. VoIP isn't quite firmly entrenched as a standard business system yet, but many in the industry believe that it will come closer to that this year.

About 40% of companies with fewer than 250 employees are multisite, and 60% of companies with more than 250 employees have more than one office, according to Saied Seghatoleslami, general manager of the SMB division at Avaya. The rise in multiple locations is driving the demand for VoIP, which is why so many vendors are jumping into the market. That activity will increase in the coming year, Seghatoleslami says.

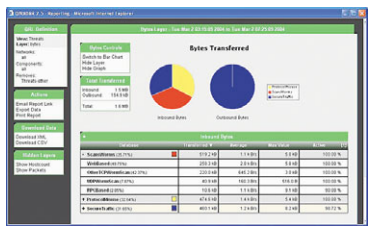
"Companies want to be able to provide a communication system that seems like it's in a single building," he notes. "To do that, VoIP is ideal."

Over the next year, Avaya and other firms will be looking specifically at creating products that appeal to SMEs in terms of features and prices, he says. "This is a market that's becoming very dominant, and we're all thinking of how to serve the needs of SMEs."



Network Anomaly Detection
Virtual Booth 3945 • Virtual Product 1839

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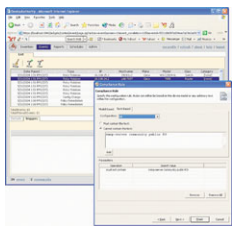


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Doing Some Housekeeping

Continued from Page 1

The project will be a relatively simple one for the IT department to handle, thanks to the groundwork laid in 2004. He guesses that it will take about one month from start to finish.

"We have the infrastructure in place to make it possible," Mitchell says. "If you asked me a year ago how easy it would be, I would have said something different."

Despite the conservative estimates of IT managers out in the field, there is a reason that analysts still expect moderate growth in 2005.

A Little Of This, A Little Of That

This seems to be the general theme for Mitchell's counterparts at other SMEs. IT managers are tying up loose ends and building on groundwork laid in 2004.

At AP Wagner, Ross' team of 22 staffers had been diligently at work to integrate systems with six major partners with which the company struck deals to deliver product to customers. Prior to this time, the company had mostly confined its business to the Northeast. But in order to land several large contracts, it needed to expand its scope. The quickest way to do this was to employ other similar businesses across the country to deliver the product on its behalf. While management was celebrating the stroke of genius, IT needed to hustle to develop the technology to support the move.

And if this wasn't enough, Ross' staff also spent much of the year on a pricey customer profitability system project. The project gave the company more than enough data to figure out where business processes need to be tweaked and who its best customers are.

"Our focus is on ensuring that our business processes are designed correctly, and once we do that, we will focus on improving and streamlining the IT systems that support those processes," he says. "We are trying to integrate disparate internal systems, as well as better integration with our large suppliers and business partners."

Similar to Ross and Mitchell, Robert Haskins of Renesys in New Hampshire is on the warpath for maintenance projects in 2005, as well. His company grew considerably last year, so it is finally time to undertake projects he may not have had time for before now.

The company does data analysis for Internet companies. With so much data coming in and out of company systems, he definitely plans on taking a look at BGP (Border Gateway Protocol).

And because much data also rests in the company's hands, there is also the little issue of storage for Haskins. "We're growing at a pretty rapid rate, so one of our biggest challenges is managing the data," Haskins says.

As the IT field general for Renesys, Haskins is charged with maintaining 10TB of data and counting. Unsurprisingly, his major concern is storage. He currently runs the data through Linux on commodity hardware and plans to keep adding similar machines to keep up capacity.

Like Ross and Haskins, Microstandard's Mitchell deals with the typical IT duties. But because he has very little support staff, he must also handle facilities work. That is why in 2005, he's planning to upgrade all of his sites with backup generators. While it would be a good idea to do this anyway, this project is again tied to his work in 2004.

"Because we have Voice over IP, when we lose power, it is really traumatic for the company," he says. "The amount of power our systems and our phones take up is prohibitive for batteries, so we will be doing standby generators."

There Are Still Big Projects Out There

Despite the conservative estimates of IT managers out in the field, there is a reason that analysts still expect moderate growth in 2005. Yes, little projects cost money and they add up. But beyond that, these managers may be downplaying their project load a little. Mitchell says that there is nothing huge in the works for the company but then admits that he is looking into a major shift into thin-client systems for the retail stores that Microstandard runs in Seattle. This would be an upgrade over the PC-based systems run by the stores now and would require a significant investment in time and money.

And for Haskins, in order to serve customers in disparate geographic regions better, he is working on the process to use colocation services in several locations across the globe. Dealing with the geographic and integration issues of such a service purchase is nothing to laugh at.

And what about Ross? Well, that business process tweaking is going to take some development of Web services and service-level architecture to get things integrated.

So it isn't that these smaller businesses aren't willing to pony up the cash for significant projects in the upcoming year. It is more a case of them not simply throwing money at a problem for technology that may or may not have a return. Businesses are simply tightening their focus.

Ross best sums it up. "One thing I can tell you for sure," he says. "We will not take on any IT project that there is not a clear ROI for."

Projects That Won't Make The Cut

There are plenty of projects that IT managers are taking on in 2005. Were there any that they decided to take a pass on? Of course, they say.

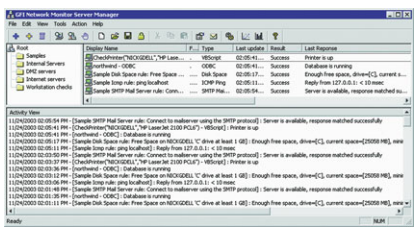
Chris Mitchell, IT director at Microstandard, won't be following the RFID trend that seems to be all the rage for distributing and retail. Like most things for small business, it is a matter of economics.

"One thing I've learned is that technology doesn't fix everything," he says. "RFID is cool, but we can pay people to count things for us much more cheaply than implementing the technology."

Robert Haskins of Renesys has the same money-saving attitude about storage networking. While he would love to employ network storage appliances in the infrastructure, he has to deal with the realities of working for an SMB.

"We've looked at network appliances, and it is really great stuff. But the problem is price," he says. "It works very well and it would make my life easier, but the price per terabyte is prohibitive."

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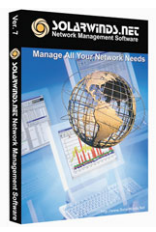
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The 64-Bit Computing Adoption Process

Continued from Page 1

under various names from Merced to Itanium 2. In many ways, Itanium has suffered exactly the same fate as Alpha: innovative technology, too few 64-bit applications. Without a strong 64-bit application portfolio, Itanium hasn't taken off but instead left Intel vulnerable to AMD's Opteron masterstroke. As a result, it seems clear that Windows is going to play out as a 32-bit application market for the foreseeable future."

Erica Fields, communications manager at Intel, comments on the hype from Intel's perspective, saying, "It's become a reality. Now, the real differentiator for technology vendors will be platform enhancements beyond pure performance. The 64-bit question is legit in today's data center. Over 40% of the Global 100 companies have deployed Itanium 2 processor-based servers for mission critical enterprise applications, such as enterprise resource planning, database, and business intelligence applications. Intel shipped more than 1 million Intel Xeon processors with Extended Memory 64 Technology (EM64T) in the first six months of launching the product. This is the fastest ramp in Intel's history."

64-Bit In The SME

Up to this point, 64-bit computing has been traditionally used by large data centers with huge budgets and specialized 64-bit applications. But what's happening in terms of 64-bit advances and adoption in the small to medium-sized enterprise space? According to Jarman, 64-bit has already set up shop. He says, "Intel's challenges with 64-bit notwithstanding, IBM has been able to grow its 64-bit adoption in SMEs, especially in the IBM AS/400—now IBM eServer iSeries—marketplace. We were able to make the transition to 64-bit for the very reason that others could not: Innovative technology plus all our applications have been fully 64-bit enabled since 1995. 64-bit solutions targeted at SMEs have been the foundation of our success in building a strong 64-bit install base."

The Pros & Cons Of 64-Bit Computing

Although 64-bit computing is upon us, there are several factors contributing to the big 64-bit question. Like the switch from 16-bit to 32-bit, the switch to 64-bit can only be a good thing in the long run. However, present-day 64-bit processor and application enthusiasts still have differing opinions. Here are a few pros and cons that come from the "for" and "against" camps of the big question.

PROS

- 64-bit architectures make working with huge data sets in such applications as digital video, scientific computing, and large databases easier.
- In theory, by doubling 32-bit portions, a computer would run twice as fast.
- 64-bit processors can theoretically manage 18 exabytes (1 billion gigabytes) of memory.
- Workstation users are now defining problems that require more memory than is accessible with the 32-bit systems of today.
- In a 64-bit environment, applications can work on files well in excess of the 2GB maximum of the 32-bit environment.
- Larger amounts of data can be accessed as a single file, rather than breaking the file down into 2GB pieces.

CONS

- 64-bit chips produce a lot of heat, which limits their range of applications.
- There is debate as to whether 64-bit architectures or 32-bit compatibility modes will be faster than comparably priced 32-bit systems.
- In 64-bit architectures, data occupies slightly more space in memory. This increases the memory requirements of a given process, which can have implications for efficient processor cache use.

Jarman continues, "Of course, 32-bit WinTel servers have a strong place in that market segment and will continue to do so. Nonetheless, for many growing SMEs, avoiding the trap of spiraling costs of WinTel server farms, plus increased focus on availability and security, leads them to consider more scalable and robust 64-bit alternatives. 64-bit without binary compatibility for applications has indeed been exposed as mere hype by today's data center managers. But IBM is delivering on what was, after all, the original promise of 64-bit: scalable performance with freedom from legacy limitations of previous processor architectures. That's a promise that still stands firm with today's data center managers. 64-bit is here to stay in the data center."

Fields agrees but sees the process happening at a slower pace. She says, "The adoption of 64-bit computing is slow, but it continues to grow. We are seeing the more 'sophisticated' end users deploy Intel-based 64-bit servers and workstations for applications such as financial analysis, business intelligence, simulations, and databases. The need for 64-bit computing in the SMB market is useful in vertical industries such as manufacturing, finance, and energy. These industries generate massive amounts of data that needs to be managed and analyzed and the benefits of Intel-based 64-bit computing can enhance the reliability, availability, and scalability of the applications that process and store this data."

Getting Over The Obstacles

To other 64-bit hopefuls, software and money are the biggest hindrances at this juncture. Because 64-bit chips are designed for use on an entirely new set of software applications (nothing like what's available today), it could be a few years before those applications actually come to fruition. And then there is money. The amount of memory needed to uncage a 64-bit system's full possibility might stay too pricey for a few years yet. If you consider upgrading a typical 32-bit PC, stacked with 512MB of RAM, matching the theoretical addressability limit of 4GB would cost an estimated $700. Now theoretically, 64-bit PCs have an addressability limit of 16TB, so comparatively speaking, even upgrading in a 64-bit environment will cost an SME an arm and a leg.

However, despite the downside, the plusses speak for themselves. Around the time the 64-bit hype was huge, Gartner Custom Research released a survey report where respondents named the primary benefit of 64-bit computing as increased performance through the ability to access more memory. Respondents also said 64-bit computing would enable faster queries and processing for huge database applications, as well as facilitating faster financial transactions. Most respondents also agreed that 64-bit migration would start with large, core database servers and transaction-based applications. They were right on the money. Now, let's see how the adoption process pans out for mom and pop in the SME.

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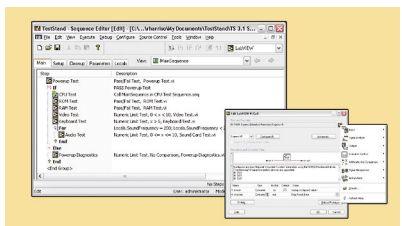
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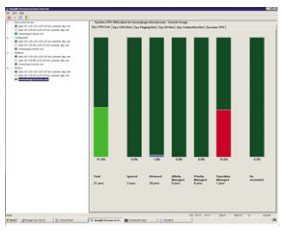
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FOCUS PIECE

IT Research Breakthroughs

What Will Network Administration Look Like In 2025?

by Bruce Gain

• • •

YOU CAN TRACE THE SCIENCE of information technology as we know it back to basic research at university and government labs more than three decades ago. But which of today's discoveries will one day have real effects on how IT admins do their jobs?

In the near term, reports from top research labs such as UC Berkeley, Caltech, and MIT offer hints of what to look for in the coming years. Grid computing over 100 Gigabit networks, pervasive computing, and nanocircuits are technologies likely to radically transform IT. In the long term, technologies that will one day revolutionize IT are probably hidden in a few among thousands of scientific papers published every year.

The Ethernet Wellspring

For IT admins, cutting-edge research on the university level is often an exciting topic. Many came to the IT field after pursuing computer or basic science degrees and were driven by a passion for technology.

But while important scientific advances are intellectually fascinating and ultimately important, they also offer only a glimpse of the future, as it usually takes years before scientific discoveries see wide-scale application. Ethernet, for example, was first invented in the 1970s by Robert Metcalfe at Xerox PARC (Palo Alto Research Center). It took almost a decade for the technology to see wide-scale commercialization and didn't really begin to bloom until the 1990s.

Meanwhile, computer research centers continue to churn out data and test potentially revolutionary hypotheses involving technologies that, in the IT field, are intended to ultimately facilitate how different types of computing devices share data.

"Ultimately, the fundamental goal of a network is to provide reliable communications in an environment that is inherently unreliable," says MIT graduate consultant Kenneth P. Wacks, Ph.D. "This has been the goal of communications engineering since the 1940s."

The next fundamental research breakthroughs in the computing field thus might affect IT management in one year or in three decades. "Around 1980, you saw the Internet, but did you think to write a cover story on its worldwide impact on worldwide business?" Wacks says.

100 Gigabit Ethernet

Earlier this year, a group of researchers, led by Caltech with partners from around the world, such as CERN (the birthplace of the World Wide Web in Geneva, Switzerland), managed to sustain a 101Gbps data link between Pittsburgh and Los Angeles. The transfer rate was four times faster than the previous year's record of 23.2Gbps. The group's "High-Speed Terabyte Transfers For Physics" project's record data transfer speed was equivalent to downloading three full DVD movies per second or transmitting all of the content of the Library of Congress in 15 minutes, Caltech says.

The group's immediate goal was to create a grid computing network in preparation for the next generation of high-energy physics experiments at CERN's Large Hadron Collider, scheduled to begin operation in 2007. Physicists at the LHC will search for the Higgs particles thought to be responsible for mass in the universe and for supersymmetry and other fundamentally new phenomena bearing on the nature of matter and space/time, in an energy range made accessible by the LHC for the first time.

For future enterprise applications, the 100 Gigabit grid network also shows the commercial world that such a high-speed network is possible.

"These are global networks with links across the Atlantic and Pacific. My [physics] field is probably the leading user of networks, especially since we also led some of the earlier developments," says Harvey Newman, a professor of physics at Caltech and head of the research team. "We were, for example, able to realize how to use these high-speed networks efficiently . . . However, corporations don't yet believe that 100 Gig networks can work, but we show that they can."



Pervasive Computing

If MIT researchers have their way, IT administration will have little to do with workstations, keyboards, and mice. In fact, MIT's Computer Science and Artificial Intelligence Laboratory's Cricket system is more about a world in which computers are invisible and, using voice commands, users can accomplish such tasks as learning where to install an electrical outlet, finding a colleague, or playing a virtual reality game, MIT says.

Cricket is part of CSAIL's five-year Project Oxygen, a research initiative that, MIT says, aims to bring "abundant computation and communication, as pervasive and free as air, naturally into people's lives." In other words, the system is intended to one day network the myriad of electronic devices that are found everywhere, while at the same time making it easier for users to control their computing environments.

The Cricket system that is tested now combines radio frequency and ultrasound technologies embedded in walls, ceilings, and devices such as laptops, PCs, and handhelds that "chirp" by sending concurrent ultrasonic pulses. The pulses then serve to connect the different devices, enabling them to share data, MIT says. Early adopters include research groups at universities, corporations, and hospitals; one chemical sensor company is experimenting with Cricket to help monitor chemical and gas leaks. MIT says the Cricket system will likely see application within 10 years in robotics, monitoring applications, and games.

Nano-Wiring

Scientists at UC Berkeley continue to hone the development of electronic devices the size of a single nanowire, which is less than one-hundredth the width of a human hair. By mating different materials along the length of a single nanowire using manufacturing techniques common in the semiconductor industry, researchers are working to create a single nanowire device that can incorporate transistor junctions, light-emitting diodes, and lasers, Berkeley scientists say.

Peidong Yang, assistant professor of chemistry at Berkeley and a faculty scientist in the Materials Science division at Lawrence Berkeley National Laboratory, predicts the near-term availability of nanowire devices for chemical sensing, optoelectronics, and eventually nanoelectronics.

If MIT researchers have their way, IT administration will have little to do with workstations, keyboards, and mice.

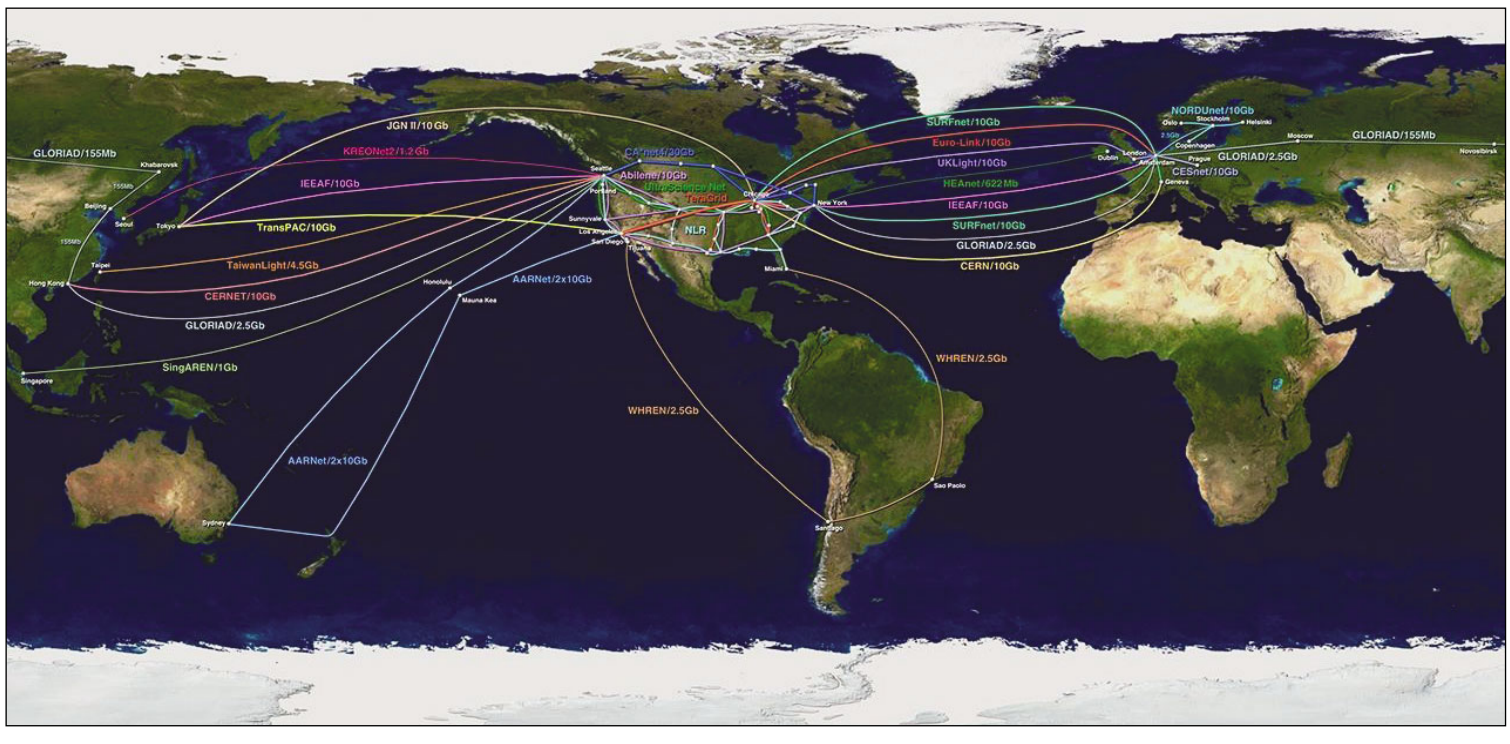
Will IT admins thus one day troubleshoot a workstation motherboard that can fit on the palm of your hand?

Working With What We Have

Much of today's groundbreaking research that will serve as the basis for wide-scale IT applications decades from now has very little to do with today's applications. For example, only a handful of researchers had an idea of the World Wide Web's potential impact on society. Today's physical science breakthroughs thus offer technologists and futurists very few clues about how they will play out in our day-to-day life in the future.

At the same time, even the latest and greatest technologies that pure research centers offer are not necessarily the best solutions for wide-scale applications.

"Both Ethernet and Internet technologies originated around the 1970s and early 1980s, and generally technologies that are more than 25 years old have been replaced. But in these cases, they have been improved with a combination of hardware, software, and [other means], so we have found that even though the Internet is not the optimal solution for the worldwide networking of computers, it is the most widely adopted technology ever," Wacks says. "So there is something to be said about making the most of what is available, even if it is not optimal." P



This map shows working 10Gbps data links between research centers around the world. These links are part of the high-speed data-sharing initiative led by Caltech.

Analysts Look To 2005

FOCUS PIECE

What The Next 12 Months Will Bring For IT

by David Garrett

• • •

THE HOLIDAYS HAVE come and gone, which means we've seen a heap of stress, a short vacation, and an extra five or 10 pounds for the average person.

But the New Year rings in more than big thighs: It brings a new budget, a new set of projects, and even a new set of technologies to the table—or at the very least, the evolution of today's systems to become more adaptive to enterprise needs.



So what's in store for 2005? We interviewed a number of leading analysts to find the answer to that question and got some answers that might surprise you.

SAN? Did Someone Say SAN?

"It's all SANs, all the time," says Carmi Levy, senior research analyst for Info-Tech Research Group of London, Ontario. (Info-Tech analysts write a regular column for *Processor*.)

"That's where the markets are. We're seeing the technology move from the enterprise into the midsize space," he adds, noting that now is the first time that SANs have become a real option for companies with fixed storage budgets.

What's more, IBM, Dell, and others have noticed the trend and begun to chase the market. "They're starting to sell a consolidated package," says Levy, "what amounts to a SAN in a box."

The result? In 2005, even the humblest of network admins may be able to install and manage the most complex of storage systems.

Lots Of Talk

But, for 2005, Levy sees big moves in more than just storage.

"We saw a lot of VoIP in 2004," he says, "and I expect that to continue in 2005."

He's not alone. Mika Krammer, research vice president for the small and midsized business group at Gartner, sees "increased investments in VoIP in companies of 500 to 1,000. In fact," she says, "we're seeing a steady increase in investment in VoIP right now."

Why the ramp-up? According to Levy, it lies in the demise of analog voice systems that were put in place for Y2K, and a major new push toward digital. But that brings a slew of new problems with it, and Levy is quick to note that IT managers in small firms "may need help in this field. If they don't have the expertise, they'll need someone to help them work through it."

After all, with VoIP, the enterprise is moving voice over its data network, which can bring about some core level changes in IT infrastructure.

The Business Of Business Apps

At Gartner, says Krammer, analysts have found another trend that looms over next year's landscape.

"Compared to last year, we're forecasting pretty healthy growth in spending on business applications, both front office and back office," she says.

Just which apps are hot, of course, depends on the vertical market. "For instance," adds Krammer, "banks are buying or spending money to improve front-office applications, the kind that face the customer."

But no matter what the application in question, Krammer notes that a need for integration is vital to spending decisions in this field. "We see a lot of companies that want to merge their corporate data to optimize their information. They need to integrate ecommerce and e-business functions with legacy systems," she says.

What's more, they want their apps to be Web-enabled so they can be remotely accessed by customers, employees, and key suppliers. In fact, it's supply chain issues such as these that will drive the emergence of a key technology in 2005: RFID, or radio frequency identification.

In use if not in design, RFID is akin to bar codes in that both can be used to uniquely identify anything from greeting cards to bombs to pet food. And the Wal-Marts of the world have begun to demand their use from the midsized shippers that supply them.

"Readers, scanners, and being able to connect RFID back through ERP applications will drive SCM spending in 2005," says Krammer. "It's been fairly light in the SMB space as of late."

Threats, The Government & Threats From The Government

It's a scary world out there, and fear—the fear of attack, unlawful entry, and theft—is driving a number of trends in 2005. First among these, according to Levy of Info-Tech, is convergence.

"We've always had antivirus as a standalone tool," says the analyst and SMB expert. "Same for antispam and anti-spyware. But in 2005, we'll see them combined into flagship suites. In fact," he adds, "we see that already with Norton and McAfee."

And companies are only going to increase their investment in security and security personnel in 2005. "We've begun to see a rise in security and secure Web application development," says Matthew Sullivan of Robert Half Technology, the nation's largest recruiter of IT staff.

What's more, just as security will take center stage in 2005, so will its quirky and thorny cousin, compliance. According to Sullivan, SMBs are hungry for IT managers who can navigate—and mitigate—the growing demands of the government.

"Between Sarbanes-Oxley and others," he notes, "we're on the heels of a good amount of government compliance, and it all has a systems implication, from security to financial systems to IT testing and auditing." Sullivan also notes that 2005 should be a good year to have the CISA (certified information systems auditor) certification on your resume.

A Bad Year For Bill?

But perhaps the most important trends in 2005 will strike the granddaddy of corporate IT: Microsoft. And they may strike it hard.

"The browser wars continue to rage," says Levy. "Microsoft might weigh in with an interim release of IE before they release Longhorn."

And that could mean a huge expense for the midsized company. "Up until last year, you developed [for] IE, because who cares? That's all there was. Now, one in 10 of your users may very well be using Mozilla," adds Levy. And Sullivan notes that in 2004, Penn State asked that all students and faculty ditch IE in favor of some form of open-source browser, whether Mozilla or Firefox.

The result? A rift in the growing set of Web standards. "A lot of IE-specific, non-compliant program code that was built will have to be rebuilt," says Levy.

And of course Linux will continue to rear its head in 2005, as most SMBs start to see it as a real alternative to Windows and Longhorn. So if nothing else, next year may see a doubling in Advil spending—if only for Bill Gates, Steve Ballmer, and other Microsoft bigfeet.

But for network admins, CIOs, and CTOs at small to medium-sized firms, 2005 will be a year that brings its own set of problems—and joys—to the workplace. And it's a year that's already upon us.

Look Into The Crystal Ball

In its study of IT spending trends in 2005, research firm META Group uncovered a few surprising projections.

- North America will no longer be the growth hub of IT spending. Spending in EMEA (Europe, the Middle East, and Africa) will grow at a faster rate than spending in North America in 2005.
- Both North America and EMEA will trail the Asia-Pacific region in 2005 IT spending.
- Let's hear it for the underdog: SMBs, not big business, will drive the growth of IT spending in the next 12 months.
- Companies with yearly revenue upwards of $1 billion will maintain or cut their IT budgets, not grow them, in 2005.
- In 2005, hot growth segments for IT spending will be insurance, education, and health care. Spending in construction, engineering, and transportation will start to wane.

IT Spending Trends

Forrester Research projects IT spending to jump by 7% in the next 12 months.

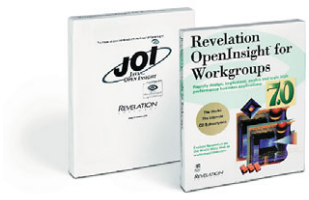
54%	Percentage of IT managers who think 2005 will be a positive year for their business
44%	In 2003, the percentage of IT managers who felt that 2004 would be a positive year for their business
5.1%	Size of the jump in 2005 IT budgets in professional service, financial service, and insurance sectors, according to Forrester
59%	Number of IT execs who plan to buy new apps or upgrade old apps in 2005
38%	Number of IT execs who consider outside support in compliance a "critical priority" in 2005
65%	Number of IT execs who consider outside support in compliance a "priority" in 2005
9%	Size of the 2005 budget increase in analytics software
4%	Size of the jump in the 2005 financial application software market
15%	Size of the jump in the 2005 content management software market

Bringing Home Slightly More Bacon

Robert Half Technology, one of the nation's largest recruiters of IT talent, claims that salaries will stay about the same or rise slightly in 2005.

0.5%	Average increase in overall IT salaries
1.6%	Average decline in overall IT salaries predicted in 2003 for 2004
$63,750 to $90,500	Base salary for security admins in 2005
2.3%	Increase over 2004 base salary for security admins
$44,500 to $63,250	Base salary for desktop support techs in 2005
3.8%	Average decline in base salaries for desktop support techs in 2005

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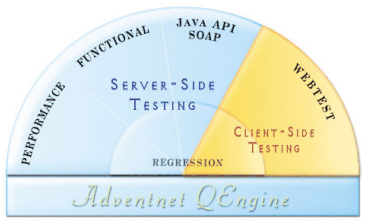
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Wireless Access To CRM
Virtual Booth 3958 • Virtual Product 1873



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Packaged Speech Application
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Voice-Enabled CRM

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Wireless Access To Email
Virtual Booth 3958 • Virtual Product 1872



Air2Web's 2Mail solution enables wireless access to Microsoft Exchange, Lotus Domino, POP3 and IMAP based email software. With 2Mail, businesses have a single solution for offering wireless email to a variety of mobile devices, including RIM, Palm, Pocket PC, WAP, SMS & J2ME handsets. 2Mail features access to email, calendars, contact info & attachments, in addition to the ability to securely authenticate devices & users.

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Remote Enterprise Mgmt.
Virtual Booth 3955 • Virtual Product 1863

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iSeries Software
Virtual Booth 4109 • Virtual Product 2080

Software comes in many flavors on the **iSeries**, from the operating system, to middleware, to industry solutions. Of course, no discussion of software can begin unless you understand the basics about this very unique operating system, OS/400. Designed as a single entity, it offers built-in facilities such as our DB2-based relational database, communications and networking capabilities, online help and much more. On **iSeries**, the user/operator communicates with all the components of the operating system using either an intuitive graphical user interface or a standard digital presentation. Information on i5/OS™, the next generation of OS/400 operating system, is available now.

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Enterprise Security Software
Virtual Booth 3826 • Virtual Product 1621



ENDFORCE Enterprise software enables enterprises to ensure users' workstations are compliant with current security policy, before granting network access. The software enforces policy for operating system patch level, best-of-breed personal firewalls and antivirus applications, and is extensible to include other emerging security products.

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Endpoint Security Solution
Virtual Booth 3940 • Virtual Product 1834

Safe Access™ ensures that endpoint devices accessing the network are free from security threats and in compliance with the organization's standards. Safe Access systematically tests endpoint devices - without the use of a client or agent - for compliance with organizational security policies, quarantining non-compliant machines before they damage the network. Safe Access ensures that the applications and services running on endpoint devices are up-to-date and free of worms, viruses, trojans, P2P and other potentially damaging software. It dramatically reduces the cost and effort of securing those devices - devices accessing the network through VPN or dial-up, devices logging onto the network directly, and devices connecting through wireless networks - devices your IT group may not have adequate control over.

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Mobility Identity Enforcement
Virtual Booth 3966 • Virtual Product 1822

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User ID Mgmt Solution
Virtual Booth 3968 • Virtual Product 1884

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Password Management
Virtual Booth 4092 • Virtual Product 2054

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Password Management Tool
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Access Management Software
Virtual Booth 3763 • Virtual Product 1529

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AssureAccess allows Web and J2EE application developers deploying secure e-business solutions to easily include authentication, single sign-on, authorization, audit, user management and security policy administration in their applications without building custom security code for each application.

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Certificate Authority
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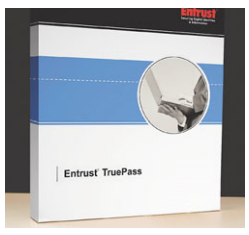
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Web Authentication
Virtual Booth 3944 • Virtual Product 1838

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Fingerprint Logon Software
Virtual Booth 3866 • Virtual Product 1702



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Secure Authentication
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Remote Access Authentication
Virtual Booth 3651 • Virtual Product 1206

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PRODUCT RELEASES

DATA COMMUNICATIONS

■ **ADLINK** announced a 3U PXI Pentium M system controller, the PXI-3800, which uses the Intel 855GME Graphics Memory Controller Hub and the 6300ESB I/O Controller Hub. The controller supports the 1.8GHz Intel M745 Pentium M CPU and has a 2.5-inch hard drive. The device also includes a PXI Trigger, an Intel 82545EM Gigabit controller, four USB 2.0 ports, two serial ports, and a watchdog timer. The PXI-3800 has a two-year warranty and is available for $3,200.

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■ **Cisco Systems** released the Cisco File Engine, which uses WAFS (wide area file services) technology to reduce the latency of accessing files over the WAN. The Cisco File Engine consists of a Cisco Edge File Engine at each remote branch location, a Cisco Core File Engine at the data center or main branch, and the Cisco WAFS Central Manager for managing the attached File Engines. The Cisco File Engine system is available for a list price of $12,000 with additional 50-user license packs priced at $4,500.

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■ **Foundry Networks** announced the ServerIronGT E2404, which is a combo 10/100 and Gigabit Ethernet switch. The ServerIronGT E2404 features 24 10/100Mbps Ethernet ports and four Gigabit Ethernet ports, as well as Layer 4-7 load balancing, content-based application switching, and DoS attack protection. The switch includes Foundry's TrafficWorks OS. The E2404 is available for a list price of $19,995.

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■ **Ingate Systems** unveiled the Ingate Firewall 1600 and the Ingate SIParator 60. Both of these products can be upgraded with a crypto accelerator, which makes the VPN even faster and relieves some pressure on the processor. Administrators can control both devices via a graphical HTML-based user interface, and both include an encrypted Virtual Private Network termination module.

NOTEBOOKS

■ The NextBook17 is **NextCom's** new notebook with a 17-inch, 1,680 x 1,050 screen. Packing an Intel Pentium 4 processor (up to 3.6GHz) and an NVIDIA GeForce 6800 graphics chip on a PCI Express bus, the NextBook17 is ready for personal or server duty using Windows or Linux. The notebook supports up to 2GB of PC4200 DDR2 SDRAM and offers optional RAID 0 or 1.

POWER DISTRIBUTION SYSTEMS

■ **Transition Networks** announced additions to the family of PoE media converters designed to supply power to remote and wireless applications. The PoE suite includes fully compliant IEEE 802.3af media converters for either 100-Base or 10-Base copper to fiber products and can be powered by AC circuits or DC circuits worldwide. The new PoE products sell for $450 and up, depending upon configuration. Available immediately are AC powered 10Mbps, AC powered 100Mbps, DC powered 10Mbps, and DC powered 100Mbps PoE media converters.

PROCESSORS, CHIPSETS & MEMORY

■ **AMD's** Geode GX SOM-144 is an RDK (reference design kit) for small embedded devices and is based around the AMD Geode GX 533@1.1W. The processor has the ability to process multiple concurrent applications, and the RDK includes support for common buses including USB 1.1, IDE ATA 66, AC'97, LPC, PCI, and SMB. The RDK is compatible with a variety of OSes including Windows CE, Windows XP Embedded, and Linux. Measuring 100mm x 68mm, the RDK is perfect for embedded controllers, POS terminals, information appliances, and other small-form-factor devices.

SECURITY

■ **Fortinet** introduced the FortiProtect Premier enhanced virus protection service, which targets FortiGate systems customers. FortiProtect delivers a tested virus signature to FortiGate customers within three hours of receiving a sample of a new virus. FortiGate customers can try the service for free until February 2005.

SERVERS

■ **Adaptec** released the 1.6TB model of its Snap Server 4500, which includes NAS and IP SAN functions. The product is upgradeable through one or two Snap Disk 10 expansion arrays. By adding both optional arrays, the Snap Server 4500 can store up to 3.6TB. The server bundles Bakbone's NetVault backup software, I.C.E. (Instant Capacity Expansion), Snap EDR or S2S, and various antivirus, snapshot, and centralized management applications.

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High Security Levels & Faster Problem Resolution

Latest pcAnywhere Offers Support For Linux & The Pocket PC

by Alan Petraske

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SYMANTEC'S PCANYWHERE 11.5, targeted at mobile professionals, small businesses, VARs, and IT departments, expands the range of supported platforms and devices and provides the most stringent security features now required by government and financial organizations.

New security options include AES data encryption (up to 256-bit cipher strength). Upon government validation, this option will meet the purchase requirements now mandated by federal agencies and many financial organizations. Version 11.5 encrypts all login information by default and permits a host to block incoming IP addresses after a predetermined number of failed connection attempts.

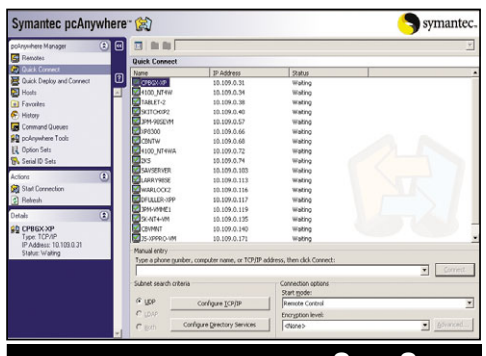
The latest version also adds cross-platform support. All pcAnywhere users can remotely manage Linux systems without using specialized command-line Linux tools. Using a Java-based Web interface on either their Windows or Linux systems, users can securely manage remote Windows and Linux hosts.

Mobile users can access their remote systems from their Pocket PC and Pocket PC Phone Edition through any TCP/IP connection, including wireless connections (Wi-Fi, cellular, Bluetooth, or infrared). Using the Windows Pre-Installation Environment support capabilities, administrators can remotely recover devices without a full Windows reboot.

Performance and usability have been enhanced, as well. Version 11.5 is the fastest pcAnywhere on record, both in connecting to a host and displaying its desktop. In addition to a higher level of core video performance, users have an optional bandwidth auto-detect function that detects the speed of each connection and automatically adjusts settings to maximize performance.

The new user interface now includes customizable toolbars, the display of file transfer status information, and the option to hide the left-side menu bar. A new connection wizard establishes and launches a connection quickly and easily. The enhanced conferencing feature permits two or more concurrent remote connections to a single host.

The primary competition is GoToMyPC Corporate Version 4.0 from Citrix Online. With the release of pcAnywhere 11.5, both programs now feature a Web interface and support the Pocket PC. Leadership in authentication and security, file transfer, and other performance issues still belongs to pcAnywhere. Top marks in ease of setup and use remain with GoToMyPC, although the new connection wizard in pcAnywhere 11.5 will make it a closer contest. P



SNAPSHOT

Symantec pcAnywhere 11.5

$199.95 (single seat)

Remotely control and manage a broad range of devices across multiple platforms from a single management interface

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Optical Fingerprint Reader
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The BioTouch® PC Card provides a fully functional optical fingerprint reader inside a single Type II PC Card.

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Triple Factor Authentication
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PC & Data Protection
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PRODUCT RELEASES

Continued from Page 13

■ Network systems solutions provider **Sun Microsystems** announced the availability of the newest member of its Sun Ray server family, the Sun Ray Ultra-Thin Client 170. The Sun Ray 170 champions a small desktop footprint along with an innovative design and silent operation, which makes this product best for SOHO use. The 170 offers a 56% higher resolution and a 36% larger viewing area than the previous model in the line, the Sun Ray Ultra-Thin Client 150. Other features of the new client include a 17-inch flat panel display and a no-configuration-necessary setup if you plug it into an already configured network. The Sun Ray 170 is available for $1,049.

SOFTWARE

■ SpamCatcher 4.0 from **Allume Systems** uses a patent-pending fingerprinting technology and an improved anti-spyware engine to block spam and prevent phishing scam emails from reaching users' inboxes. SpamCatcher 4.0 offers enhancements such as improved integration with Microsoft Outlook Express and an easy-to-use UI. To halt undesirable spam messages and phishing scams, the software utilizes a mix of heuristics, Fuzzy Logic, Bayesian analysis, and AI. SpamCatcher 4.0 also compares each incoming email to a database of millions of emails. Allume also claims the software has a lower false positive rate, ensuring the appropriate emails pass through the filters. The new technology is available directly from Allume for $29.99 for a one-year subscription (spam profile updates are included). An upgrade version for current users costs $14.99.

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■ SpySubtract Enterprise Edition is a new anti-spyware application from **InterMute**. It detects and removes adware, keyloggers, hijackers, and other types of spyware, including the polymorphic kind. SpySubtract Enterprise Edition pricing starts at $2,495 for a 100-seat license and includes one year of definition updates.

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■ **N-able Technologies** released N-central 4.0. The program has new desktop monitoring and asset management capabilities that help managed service providers manage multiple customers' networks, systems, applications, desktops, and security infrastructures from one central location. The desktop monitoring package includes autodiscovery and import of devices and applications, asset reporting, antivirus activity and update tracking, plus patch and application compliance management.

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■ **Network Instruments** has announced the release of Observer 10.1. This software provides network administrators with greater insight for distributed networks by reporting network capabilities, packet scheduling, and overall performance. A feature of this new software is ReportScheduler. This gives users an easy way to update others on the health of the network, among other things. Another feature of Observer is the packet capture scheduling; this allows administrators to start a packet capture whenever a probe is engaged, or it also allows administrators to set a routine for packet captures. Observer 10.1 starts at $995. The Observer Suite 10.1 package, which includes an SNMP console, Web Reporting, and Expert Analysis, is available for $3,995.

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■ **Skybox Security** has introduced Skybox View 2.0, part of the company's WDM (Worm Defense Management) initiative. Skybox View 2.0's major feature addition is worm-attack simulation. With this software, IT personnel can simulate an attack in preparation for a real attack. Taking advantage of Skybox View 2.0's worm simulation lets a company test the security of its network and evaluate its methods for defending against an attack and isolating a worm before a patch is released. Skybox View 2.0 is available with prices starting at $50,000.

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■ **Sun Microsystems** has introduced Sun Ray Server Software 3.0. This software, which runs on both the Solaris operating system and Linux, is geared toward enterprise and government use. It supports all Sun Ray clients. Features of the new software include the adoption of bandwidth adaptation and management technology to reduce bandwidth by over half while still offering a quality user experience. Also, this software features expanded peripheral support and greater administrator flexibility for enhanced security. High-performance user experiences are maintained through Sun Ray Server Software's use of aggressive compression techniques such as Discrete Wavelet Transform compression and Lemple Ziv 77. Version 3.0 is available through all Sun Microsystems sales channels for $99 per seat.

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■ The new **Symantec** Premium AntiSpam is an optional add-on service for users already using Symantec Mail Security and Symantec AntiVirus Enterprise Edition. The new technology combines more than 20 filtering techniques and according to Symantec, delivers a 95% accuracy rate while protecting against false positives 99.9999% of the time. Filters used include signatures, heuristics, reputation files, and language identification. The new service doesn't require any additional software or hardware and automatic updates occur every 10 minutes.

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Storage & File Sharing Made Easy

Simpleshare Removes The Frustration Of Data Network Administration

by Frederick Nevin

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IN THESE DAYS OF heavy workloads and the pressure to make maximum use of time, the last thing a small business or telecommuter needs is the frustration of a data system that requires a lot of administration and is difficult to use. SimpleTech believes it can help business users avoid this frustration with SimpleShare, which lets users store and share large amounts of data over a LAN.

One of the system's greatest attributes is its ease of use, says Shaun Walsh, director of storage marketing for SimpleTech. The product, he says, "is very good for work collaboration." For example, a small firm could use it to share and access large amounts of data, such as business documents. It is especially suited for consultants, professionals, and telecommuters, he says.

According to IDC, the introduction of SimpleShare comes at a time when the SOHO market is growing. (It is expected to increase from $800 million in 2005 to $7 billion by 2008, according to the firm.) IDC estimates that nearly 40% of SOHO users with multiple PCs and 23% of the SOHO market with a PC have a LAN.

SimpleShare is based on Broadcom BCM4780 NAS on-a-chip (NASoc) solution. Its autodiscovery feature provides plug-and-play installation, requiring no device drivers or network experience to install or use, Walsh says. The product uses any Web browser. A user can access up to 250GB of data through any PC or Mac computer on a LAN.

The product includes two USB 2.0 ports, providing an option for further storage expansion and backup by adding external hard drives. It comes with a print server and offers advanced functionality with automatic drive mapping.

The product ships in January and is available in capacities of 160GB and 250GB with suggested retail prices of $399 and $499, respectively. The product is available through distribution partners such as D&H, Ingram Micro, and Tech Data. P



SNAPSHOT

SimpleTech's SimpleShare

$399 (160GB)
$499 (250GB)

An easy-to-use NAS device that provides network file sharing and central storage over a LAN

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SmartCard Security Software
Virtual Booth 3580 • Virtual Product 1162



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Database Auditing Software
Virtual Booth 4027 • Virtual Product 1966

WizRule® automatically reveals all the rules governing the data and points out cases that deviate from the discovered rules as suspected errors. The rules can be if-then statements, mathematical formulas or spelling regularities. **WizRule** detects symptoms of fraud in the data, exposes suspicious exceptions and discovers relations among data fields.

Features and Benefits
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Database Security
Virtual Booth 4077 • Virtual Product 2037

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Continued from Page 14

■ Boasting a 98% capture rate and few false positives, **Tumbleweed's** Tumbleweed Email Firewall 6.1 adds integrated IBF (Intent-Based Filtering) AI to its Tumbleweed Spam Analysis Engine. IBF's AI identifies spam messages in the same fashion as human readers do and plucks the messages from the email flow. Tumbleweed's global Message Protection Lab issues hourly heuristic updates to Tumbleweed Email Firewall 6.1's Spam Analysis Engine for subscribers to the company's Dynamic Antispam Service. The updates thwart spam designed to slip through filters. Tumbleweed also provided a larger character set support, which permits DAS updates to block foreign-language spam with a consistently low false positive rate.

STORAGE

■ With its FibreStor-DI, **Globalstor Data** is targeting video applications users who need fast storage options. The FibreStor-DI, which has a dual-RAID controller, boasts 32 Fibre Channel drives, dual 16-bay chassis, and a 2GB Fibre Channel host interface. It also includes a 400MHz PowerPC processor. Many of the system's components are hot-swappable, including battery units, PSUs, and the dual RAID controller canisters. The system supports several RAID configurations, including 0, 1, 0+1, 3, 5, 10, 30, 50, and NRAID, and offers speeds up to 700MBps in RAID 5. The FibreStor-DI supports all OSes. Globalstor offers several configurations, including a 2.1TB system with 15,000rpm hard drives (starting at $40,000), a 4.41TB system with 10,000rpm hard drives (starting at $44,000), and a 9TB system (starting at $62,000). Each system includes a three-year warranty.

• • • • •

■ **Samsung's** new MMCmicro measures 12mm x 14mm x 1.1mm, can store up to 128MB, and operates on either 1.8V or 3.3V of power. Samsung is targeting the MMCmicro for cell phone and other small devices. The MMCmicro has a 10MBps read speed and a 7MBps write speed. The 128MB version is large enough to accommodate 60 5-megapixel images or about 60 minutes of QVGA quality video. Initial versions will come in 32MB, 64MB, and 128MB.

• • • • •

■ **SimpleTech** has introduced its miniSD and RS-MMC cards, both of which are flash memory cards designed for mobile phones. SimpleTech expects up to 160 cell phones with memory slots to be on the market within the next year. The flash cards will provide storage for a variety of files, including digital images, digital music, and GPS data. SimpleTech's miniSD and RS-MMC cards are available in 128MB, 256MB, and 512MB capacities. A miniSD-to-SD adapter or RS-MMC-to-MMC adapter is provided with each card. The cards also include a lifetime warranty. miniSD prices range from $25.99 to $72.99, and RS-MMC prices start at $24.99 and go to $71.99 for the 512MB card. A compatible FlashLink All-in-One Reader will be available for $19.99.

TELEPHONY & VoIP

■ **AT&T** announced a series of improvements and new features to its VoIP and VPN services. AT&T has highlighted what it has dubbed a real-time "hoot and holler" conference-calling feature that lets users create a conference bridge and connect to as many end points as needed. Users can create these from any location at any time; AT&T's "automatic ring down" feature immediately connects two phones once the handset on each end is lifted. New Voice over VPN customers will receive free off-net calling (calls terminating outside a company's VPN) to U.S. and non-U.S. locations for 60 days. The global VPN offer also includes the following benefits: dynamic real-time bandwidth allocation/prioritization, support for premises equipment, call detail and summary reports, global customer support, and unified billing for voice and data services.

Managing Vulnerability Remediation In The Enterprise

StillSecure VAM v5.0 Adds Powerful New Features

by Tony Bradley

• • •

WHETHER YOU ARE talking about a problem with alcohol or gambling or addressing a problem with the behavior of a child, most experts agree that the first step to resolving the problem is to recognize that the problem exists. The same is true for maintaining network security. In order to address and resolve issues, preferably before they are exploited to harm the network, potential issues must be identified and acknowledged.

Tough Competition For Enterprise Vulnerability Management

Products such as StillSecure's VAM v5.0 provide not only vulnerability scanning but an end-to-end vulnerability assessment and remediation framework. Built on a Linux kernel core and incorporating best-of-class open-source products such as NMap for asset scanning and discovery and Nessus for vulnerability scanning, VAM v5.0 provides a fast and powerful command center for managing vulnerabilities throughout the enterprise.

Although the field of vulnerability management suites is relatively new, it is already somewhat crowded. StillSecure's VAM v5.0 faces a diverse array of competition including McAfee Foundstone Enterprise, Qualys QualysGuard, eEye Retina Enterprise Suite, and Tenable Network Security's Lightning. The products have essentially the same suite of capabilities, and each vendor seems to have its own strong suit or area of proficiency.

Scalability & Flexibility

VAM v5.0 can use distributed scanners to provide the scalability necessary to expand throughout the enterprise. Scanning tens of thousands of devices does not do much if the data cannot be managed, though. StillSecure's chief technical officer, Mitchell Ashley, says, "There is a feature in 5.0 called Collections where you can dynamically group different devices based on custom criteria to help you filter and organize the applicable data for better efficiency."

Collections let you group and work with devices based on user-defined attributes. Collections can be defined based on IP, device name, descriptive name, operating system, NetBIOS name, DHCP device, group, scanner name, discovery date, device importance, and notes. This flexibility makes it much easier to manage the workflow and track each device in the way that makes the most sense for the organization.

SNAPSHOT

StillSecure VAM v5.0

$1,000

Provides a fast and powerful command center for managing vulnerabilities throughout the enterprise

(303) 381-3830
www.stillsecure.com

Another element of VAM v5.0 that makes it attractive is the ability to automate scanning on a defined schedule. Ashley says, "You can do manual, ad hoc scanning if you choose to, but the real power is to set that up on a scheduled basis so that it runs automatically and assigns the tickets to the appropriate parties and tracks the workflow so that network security engineers are freed up to do what they do best."

StillSecure added a variety of additional features in VAM v5.0, including support for more Web browsers, such as Firefox; authenticated proxy support; and the optional VAM Integration Framework, which provides an API that allows VAM to import from or export to a wide variety of related programs to facilitate end-to-end vulnerability management.

Starting at $1,000, VAM v5.0 is worth a look for companies in the market for a vulnerability management solution. P

Web Server Anonymization
Virtual Booth 4151 • Virtual Product 2126

servermask

ServerMask modifies your Web server's "fingerprint" by removing unnecessary HTTP response data, modifying cookie values, and adjusting other response information to obscure the identity of your server. Successful obfuscation can confuse hackers, making it more likely they try the wrong exploits first -- and are more easily identified by a firewall or intrusion detection system.

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Firewall Software
Virtual Booth 3636 • Virtual Product 1188



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Security Linux
Virtual Booth 3726 • Virtual Product 1427



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Trend Micro Expands Network VirusWall Product Line

Protect One Device Or An Entire LAN Segment

by Tony Bradley

• • •

DEFENDING THE PERIMETER of the network is imperative and most corporations have a pretty good handle on that aspect of network security. Between firewalls, proxy servers, DMZs, antivirus scanning, and spam blocking at the email gateways and other perimeter defenses, it is generally quite difficult for a threat to penetrate to the internal network. Unfortunately, that doesn't mean that it is impossible. And, if a threat does penetrate the perimeter defenses, many corporations are not nearly as prepared to defend their networks from the inside.

Network VirusWall Gets More Powerful

Trend Micro developed the Network VirusWall product to help address the issue. With the introduction of the Network VirusWall 2500, a more powerful and robust version of its predecessor, the Network VirusWall 1200, companies can proactively protect entire LAN segments on the internal network. The 2500 is capable of handling 4,096 concurrent connections, 16 times more than the 1200, and is equipped with the capacity for 10/100/1000 Gigabit Ethernet, as well as a Fibre Channel interface for complete flexibility in connecting to the network.

This new power escalates the Trend Network VirusWall to an enterprise-capable contender, competing against such products as Cisco's NAC (Network Access Control) technology and StillSecure's Safe Access, which also provide protection from noncompliant devices accessing the network.

By integrating with other Trend Micro technologies (for example, the Trend Micro Control Manager, Outbreak Prevention Services, and Damage Cleanup Services), the Network VirusWall provides a comprehensive suite of security with agentless policy enforcement and malware removal and cleanup manageable through a central Web-accessible console.

After seeing a demo of the Network VirusWall 2500's capabilities, a security engineer from a Fortune 100 company said, "A device like this could be very helpful in protecting the network from noncompliant or rogue devices that typically infect the network from the inside."

Secure & Protect Individual Devices

On the other end of the spectrum from the Network VirusWall 2500, Trend Micro has also rolled out the Network VirusWall 300. The Network VirusWall 300 is designed to protect any IP-enabled device, such as ATM machines or critical medical systems.

The device is priced reasonably, starting around $300, and is capable of protecting up to four devices.

SNAPSHOT

Trend Micro Network VirusWall 2500 & 300

Starts at $7,995 (VirusWall 2500)
Starts at $325 (VirusWall 300)

Provides a comprehensive suite of security with agentless policy enforcement and malware removal, as well as cleanup manageable through a central Web-accessible console

(408) 257-1500
www.trendmicro.com

The devices can be updated with the latest network signature or outbreak prevention policy updates through a Web management console. Central management can also be extended by using SNMP to integrate with products such as IBM Tivoli or HP OpenView.

An Easy Way To Test Your VoIP Capabilities

Brix Networks Unveils Latest Version Of Free VoIP Quality Testing Portal

by Sixto Ortiz Jr.

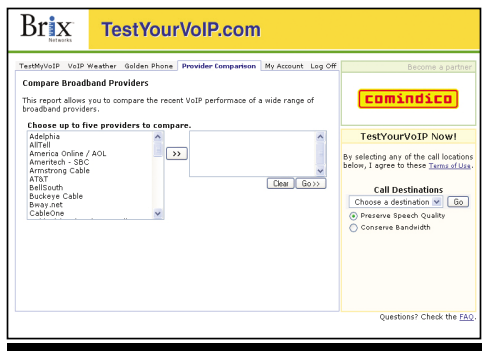
• • •

BRIX NETWORKS' NEW TestYourVoIP.com testing portal lets you test the quality of your VoIP calls. It uses Brix's system of distributed testing hardware appliances, called verifiers. The verifiers are in turn managed by Brix's BrixWorx software, a server-based application that oversees the scheduling and customization of the various tests designed to help providers gauge the quality of their VoIP systems.

The portal features six call destinations: Boston; San Jose, Calif.; Helsinki, Finland; London; Montreal; and Sydney, Australia. To begin testing, you must first choose one of the six call destinations and the codec the portal will emulate.

If you choose the Conserve Bandwidth option, the system emulates the G.729 VoIP codec, designed for lower bandwidth situations. If you choose the Preserve Speech Quality option, the system emulates the G.711 VoIP codec, designed for higher bandwidth configurations.

When testing begins, a Java applet downloaded to your system places a call to the destination of your choice and also places a call from the destination of your choice to your system. Testing is complete in seconds and delivers a mean opinion score, which ranges from 1 (worst) to 5 (best). The application is a software model that mimics the manner in which a group of human testers would rank the quality of a call.



SNAPSHOT

Brix Networks TestYourVoIP.com testing portal

Free

A simple, efficient way to test the quality of your VoIP service

(978) 367-5600
www.brixnet.com

So What Does It All Mean?

When testing ends, the portal generates a Web page detailing the results. The test results are displayed in two ways: basic and advanced.

Information displayed with the test results includes media quality and signaling quality analysis. The media quality results include the mean opinion score and the various factors, such as codec performance, latency, and packet discards and losses, that contribute to call degradation. Each of these factors is presented as a percentage; for example, in our testing of a Vonage VoIP connection, the codec and packet discards contributed the most to call degradation.

The second part of the test results addresses signaling quality, or the time it takes for your VoIP system to execute a call's stages, including post-dial and post-pickup delay, call setup delay, and media delay.

The portal also features a VoIP traceroute analysis that displays the path your VoIP packets take on the way to their ultimate destination and a Golden Phone telephone number designed for testing the voice quality from any telephone.

Network Security Platform
Virtual Booth 3699 • Virtual Product 1285

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Secure Instant WAN
Virtual Booth 3971 • Virtual Product 1888



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SSL VPN Solution
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MANAGED SERVICES
MARKET WATCH

Strong Market Growth Across The Board

EACH WEEK, MarketWatch gives you a quick look at what's happening in a particular product market so you can make better decisions for your company. We interview industry analysts, product manufacturers, and other experts and combine their comments with the latest statistics and market outlooks for a well-rounded perspective. This week's focus is on managed services.

by Chris A. MacKinnon

• • •

DURING THE DOT-COM BOOM, managed services were an expensive luxury for large data centers and a figment of the small to medium-sized enterprise's imagination. Now, the managed services market is driven by a multibillion-dollar chauffeur who is quite comfortable with the term "growth." It might be safe to say that managed services have gone from a data center luxury to an IT manager/SME necessity. Any IT service needs managing, whether it's VPN, IDS, email security, storage, desktop, or remote management.

Calculators Don't Lie

Crunching numbers reveals the depth and breadth of the managed services industry. The MSP Alliance and THINKstrategies published a survey in June, where more than 50 managed service providers recorded more than a 50% growth in revenue and nearly 25% in customers last year. The forecast is impressive, as well, as most market research firms have a double-digit growth forecast for the managed services market.

Gartner, for example, estimated that the total managed services market for the United States alone would grow from $15 billion in 2002 to $31.5 billion in 2006, a CAGR (compound annual growth rate) of 22.4%. The research firm also estimates that managed security services will be the fastest growing type of managed service through 2006, a CAGR of 19.3%. In the same vein, Meta Group expects 60% of enterprises to contract managed security services by 2005. And IDC is onboard as well, seeing the managed services market growing at a CAGR of more than 17% through 2007.

An Appetite For One Source

So why the boom? Craig Rauchle, chief operating officer and executive vice president at Inter-Tel, has the scoop. He says, "Approximately 50% of all the business we conduct in the United States has a managed services element to it, a significant increase over previous years. The reason behind this increase is simple: Today's businesses just don't have the time, resources, or the inclination to oversee the administration of a complex communications operation that may involve a dozen or so vendors. Typically, customers are looking for one source to streamline and economize their networks so they can concentrate on what they do best: run their businesses."

Robert Offley, president and CEO of Fusepoint Managed Services, has the skinny on the client's perspective. He says, "Our clients know that there is more pressure on IT every day to do more with less. Clients are now looking at round two of outsourcing: It's not just about cost savings, its about getting the experts to do core tasks which must be done flawlessly so you can focus on your business and the strategic issues." Offley says managed service providers are guaranteeing service levels beyond the infrastructure straight to the application layer. In other words, who cares if the Internet or server is available if my application is not?

On a global market scale, the future for managed services is also looking bright. According to a prediction last year by research company Forrester, the European managed services market will be worth about 23 billion ($30.6 billion US). The benefits of managed services allow companies to cut costs and make improvements to the efficiency of IT systems and services. In order to help clients realize these benefits, managed-service providers are targeting a broader scope of management functions and figuring out how to package, price, and position their offerings to make them more successful.

Rauchle says there is a great case for managed services. "As companies look to explore new avenues to reduce costs and remain competitive, we expect to see the interest in managed services escalate even more. The compelling argument for businesses to purchase and manage their own communications equipment doesn't exist anymore. In many cases, it's more cost-efficient for companies to outsource all their communications needs to a reputable partner rather than try and keep that expertise in-house."

Pricing Trends

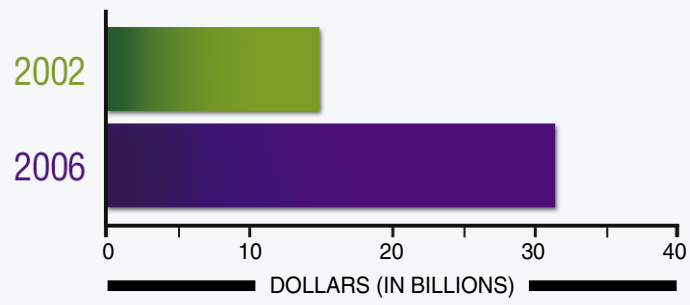
Rauchle also commented on pricing trends from Inter-Tel's standpoint. He says, "Every time we discuss a managed services solution with a customer, we use an ROI calculator, using their hard numbers, to show exactly how much money the business will save using our services. In many instances, the company recoups its initial investment in a matter of weeks." He continues, "Inter-Tel is unique in that it can bundle a complete end-to-end communications solution, including hardware, software, customized applications, network planning and provisioning, along with service and support, for one predetermined monthly fee. That price is specified on the type of technology required by the customer, how many employees will use the system, as well as customized development."

At any rate, IT managers are becoming more comfortable with managed service providers who continue to monitor their IT operations to resolve performance problems before business operations are affected. Although the evolution to managed services is not an easy changeover for managed service providers, it is what today's budget holders are demanding. And when IDC is forecasting the market to be worth $11.3 billion by the end of 2004, there is even more reason to take managed services seriously.

Growth Projection Looks Good For Managed Services Market

Research firm Gartner has estimated that the total managed services market for the United States alone would grow from $15 billion in 2002 to $31.5 billion in 2006. This represents a compound annual growth rate of 22.4%.

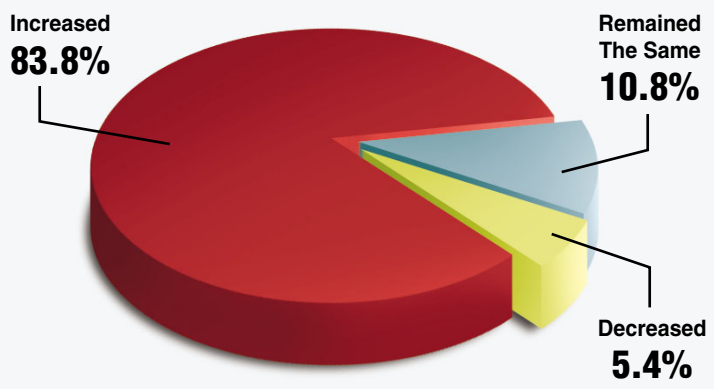
Managed Services Market Growth - 5 Year Projection



Managed Service Providers Say Revenue Is Up

A joint THINKstrategies/MSPAlliance survey of 50 managed service providers found that the vast majority saw their revenues grow significantly in a 12-month period.

Significant Revenue Growth In Managed Services



SSL VPN for Windows
Virtual Booth 4078 • Virtual Product 2040

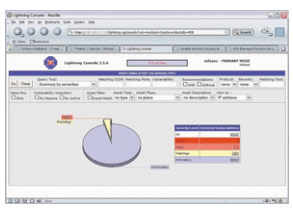
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OvisGate Software

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Security Management
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Virtual Booth 4064 • Virtual Product 2019



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Enterprise Log Analysis
Virtual Booth 3724 • Virtual Product 1429

Thunder 1.0

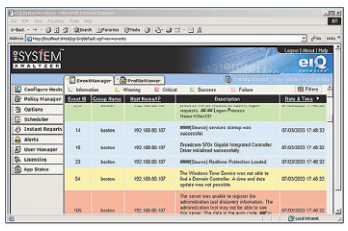


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System Event Log Analysis
Virtual Booth 3746 • Virtual Product 1485



Centralized Windows, UNIX and Linux System Event Log Analysis

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Server Status Monitor
Virtual Booth 3934 • Virtual Product 1821

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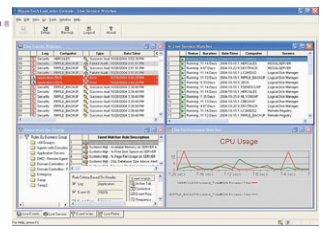
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Event Log Monitoring
Virtual Booth 4114 • Virtual Product 2087

LogCaster



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Fraud Screening Solution
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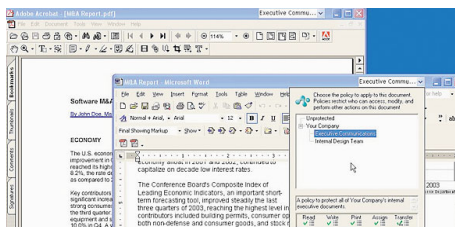
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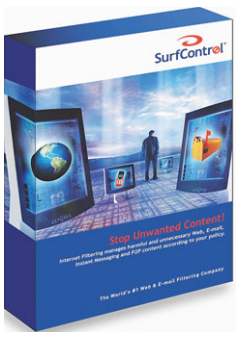
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Web Filtering and Security
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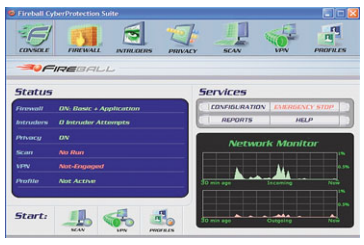
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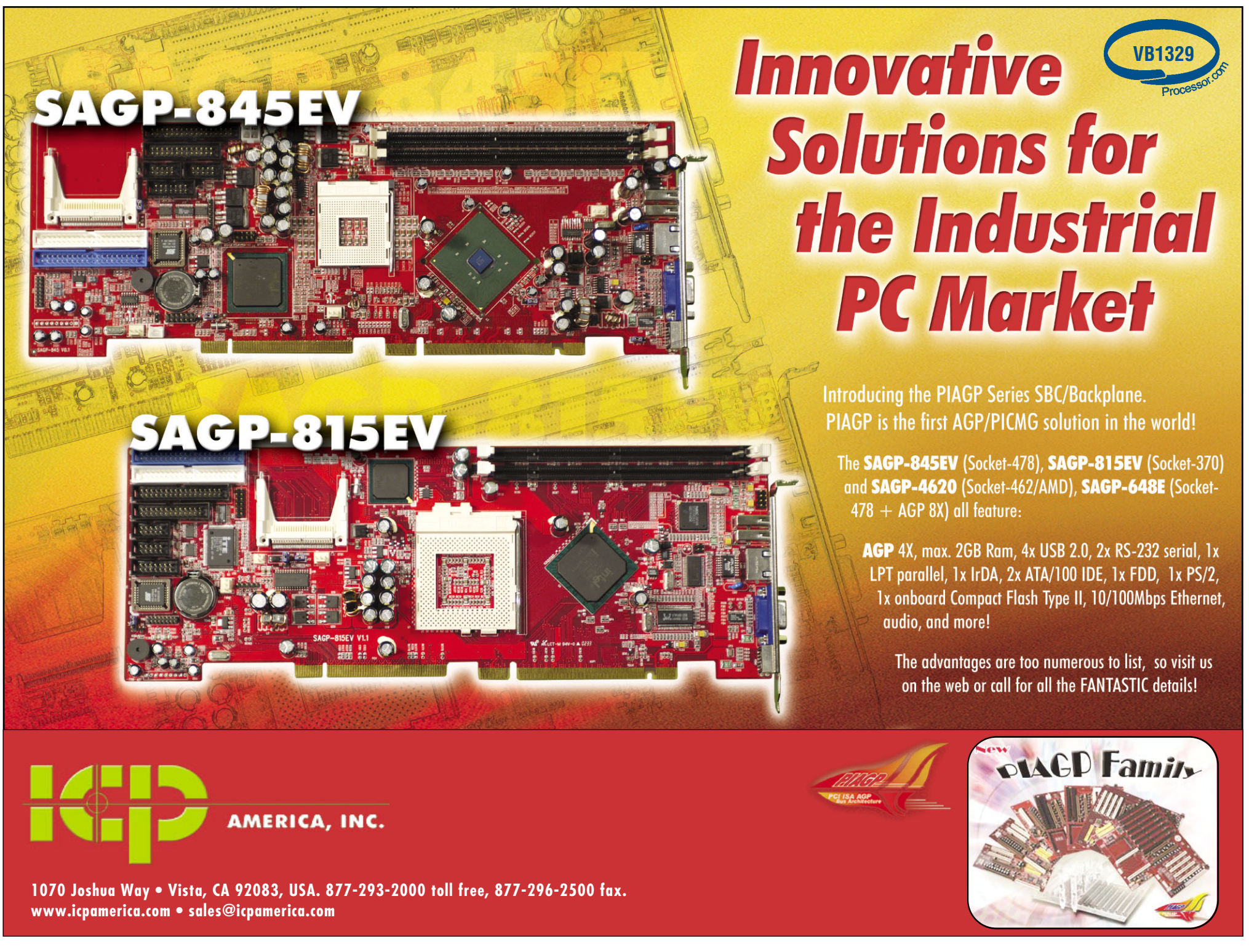


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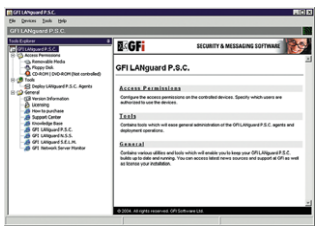
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Laptop Security Software
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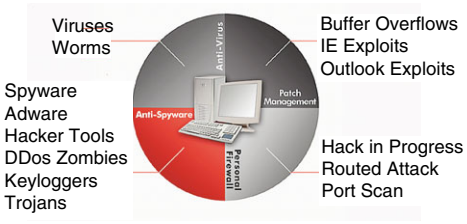


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Antispam
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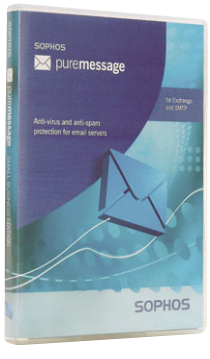
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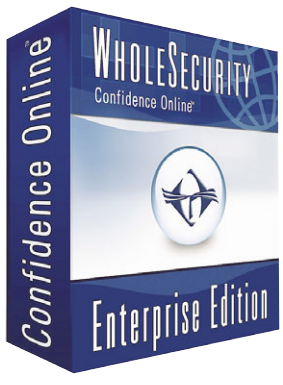


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OPINIONS
UPTIME

Building An SQL Database Cluster (Part One)

If you plan to deploy a database-backed application that requires very high uptime, you need to decide how to make sure that your database is always available. In multitiered applications, it is relatively straightforward to ensure the availability of http and application servers by making them redundant.

It's not so simple to do this for the database layer since there can only be one active current copy of the data. One option is to set up replication between your active database and a standby database. This provides you a nearly up-to-date copy of your database that you can manually fail over to in the event that your primary database fails. However, replication is only feasible if your database isn't very busy and the manual failover time may not be acceptable to your customers.

A much more robust, albeit more expensive, option is to deploy a database cluster. I'll start the discussion of how to do that in today's column.

Types Of Clustering

While there are many variations on clustering, they generally fall into two categories: fault-tolerant clusters and load-sharing clusters. A fault-tolerant cluster consists of a single active server per database and one or more passive failover servers. The single active server handles all database traffic for a given database, and if it fails, one of the passive servers takes over all of the database traffic for that database. This is the simplest clustering to implement, but it means that you'll have one or more expensive servers doing nothing most of the time.

Load-sharing clusters spread the database load for any given database across multiple servers, much like a server load balancer does for a Web farm. This allows you to provide a highly available and highly scalable database solution. However, load-sharing clusters are intrinsically complex due to the need to manage simultaneous access to the same data from multiple systems. You'll need a lot of money and some very talented technical staff to deploy and maintain a load-sharing database cluster.

A good compromise that works well for most applications is to deploy a hybrid of these two solutions by configuring two database instances on each of two servers. Make database 1 active on server A and passive on server B, and database 2 active on server B and passive on Server A. In this configuration, both of your database servers are sharing the work load, and both have automatic failover. The drawback is that in the event of a server failure, all database traffic will be handled by a single server, so you'll need to size your servers appropriately.

Software Considerations

All of the top commercial database products offer some form of clustering, and recently MySQL also released clustering support. I'm going to use Microsoft SQL Server for this discussion because that is the product I'm most familiar with. Some of the concepts will be the same as for other platforms, but the details will be very different. And as the saying goes, the devil is in the details—especially when it comes to database clusters.

SQL clustering requires SQL 2000 Enterprise Edition. You'll also need Windows Server 2003 Enterprise Edition (or Datacenter Edition), which includes clustering support. Microsoft has increased the maximum number of cluster nodes in Windows 2003 Server to eight and now supports N+I configurations with N active nodes and I passive nodes. If your application needs multiple database servers, this allows you to stick with straightforward fault-tolerant clustering and still make relatively efficient use of your servers. It is similar to RAID configurations where most of the disks carry data, but some percentage are reserved for parity data and as spares. However, very few applications will need more than two databases, so for our discussion we'll stick with a two-node cluster because that is the most cost-effective configuration.

Server Hardware Considerations

You'll need to size each of your two servers to handle the load for both database instances. This means that if you need one CPU and 4GB of RAM for each database instance, you'll need to order your servers with two processors and 8GB of RAM.

You'll also need to consider your storage requirements. Cluster services require at least one shared disk drive that is connected to both servers for the quorum drive. You'll need to purchase RAID controllers that are cluster-aware so that cluster services can mediate access to the shared storage device. If you use internal RAID controllers, you'll have to disable write caching since the controllers won't be able to ensure cache coherency. This won't be an issue for the quorum disk, but it means you'll want some other type of storage for your actual databases.

We'll finish discussing storage options and how to set things up in my next column.

Send your comments to danny@processor.com



DANNY CECIL

BIO NOTES

Danny Cecil has 17 years of experience in product development and information technology at various companies, including HP and WildTangent. For the past few years, Cecil has managed data center operations and information technology for several Seattle companies. He is currently the director of IT and Operations for WildTangent, an online game publishing company in Redmond, Wash.

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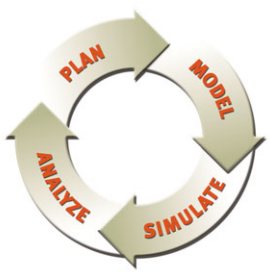
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Exposure Risk Mgmt.
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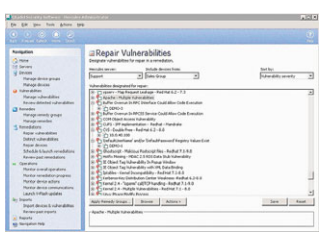


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USB Software Security
Virtual Booth 3972 • Virtual Product 1889



Marx Software Security offers the security token Crypto-Box USB for secure data and software protection, as well as for 2-factor authentication. The hardware key encrypts data with the Rijndael Algorithm Advanced Encryption Standard (AES). The CRYPTO-BOX Supports all Windows, Mac and Linux Operating Systems.

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OPINIONS
INFO-TECH • INSIGHT

The Web's Laughable Pretense Of Privacy

If you listen carefully, you can hear privacy zealots everywhere whining. They're ticked with Amazon .com because it dared to include a rich set of personalization tools in the release of its A9 search engine.

They're also ticked with Google for releasing Google Desktop Search (GDS) because it does such a frighteningly thorough job of scouring your hard drive for every morsel of searchable data.

Because of this, the zealots are now begging IT managers everywhere to ban GDS from any computer within a 20-mile radius of the corporate LAN and to add A9 to the banned sites list.

There's only one response to these folks: Get a life.

What's The Big Deal?

Everyone's knickers are in a twist because Amazon makes you register with them before you can use all of A9's advanced features. Amazon says this information will be used to enhance the search experience by localizing your results and allowing you to store your search sessions for later retrieval.

My apologies for stating the obvious, but precisely how is this different from registration for any other free Web-based service, like Google Mail or Hotmail?

Google's big sin lies in how the tool indexes your hard drive. In doing so, it can potentially include pages with sensitive information, like bank statements and credit reports, in future search results.

Both companies have been quite verbose in explaining these risks and providing workarounds to ensure all security issues are addressed before these tools are deployed to end users. In other words, if the luddites/zealots put down their picket signs and studied how these products work, they'd realize that both A9 and GDS can be securely implemented in virtually any environment.

Why This Stuff Is Cool

A9 allows you to save search results for multiple search streams directly on the site. No need to remember what search terms you used the last time you were online. No need to resurf to the same sites again to confirm what you already looked up yesterday.

GDS is cool because it brings Google's vaunted search capabilities to the desktop and integrates that power seamlessly with Web-based search. Given Microsoft's pathetic interpretation of search in Windows, GDS represents nothing less than a quantum leap forward.

Together, they are indispensable to my career. I spend much of my awake-time using a computer. If I'm not writing something, then I'm scouring the Internet looking for interesting things to write about. Any tool that helps me improve the effectiveness of my online research is, by definition, a good thing.

So when someone comes along and offers a free extension to what is already the most eerily precise search tool most of us have ever used, I'm going to at least give it a try. Even if I have to share some background information about myself.



CARMI LEVY

> BIO NOTES

Carmi Levy is a senior research analyst with Info-Tech Research Group, a London, Ontario-based research and professional services firm focused on providing premium research and advice geared to the unique needs of IT professionals of midsized enterprises. Levy holds a journalism degree from Montreal's Concordia University and has extensive experience in IT project management, helpdesk re-engineering, high performance team leadership, and process redesign.

These tools are similarly critical to a forward-thinking IT manager. Taking a blanket "Just Say No" stance with either of them will help boost workstation security as much as the "Just Say No to Drugs" campaign a generation ago worked with America's teens. In other words, it won't. In IT, as in life, knee-jerk reactions to new technologies accomplish nothing beyond scaring people into making counterproductive decisions.

Privacy Is History

We long ago passed the point at which the fictionalized world of George Orwell's 1984 became our everyday reality. Our personal information is already sitting on countless servers. Your entire personal history can be divined by a three-minute research session with Google. And even if you're not online, your bank account information might be sitting on a stolen hard drive that's being auctioned off on eBay. It can also be mistakenly faxed to a scrap yard operator in another country.

Obviously, the horse is already out of the barn, so we may as well accept reality. Simply logging into your ISP and sending an email leaves traces of your existence that can be easily read by the guy running the daily backups. As your message makes its way across the very public, very open, very nonsecure Internet, it hits countless servers, gateways, and routers. I'm surprised more messages aren't picked off en route, and I laugh at anyone who thinks a private email is even remotely secure.

Those who target these tools just because they're too lazy to implement proper security processes in their own IT environments deserve to have their computers taken away forever. A9, GDS, and tools like them are reasonably secure as long as you take the time to learn their quirks beforehand.

Unless we sign a lease on the lovely cave next door to Osama's hideout, we're going to be connected in some way, and in doing so, ghosts of our existence will exist outside the walls of our respective homes and businesses.

Until the day that someone absolutely assures us that there is no risk—which is as likely to happen as Osama getting one of my Gmail invitations—we may as well enjoy the groundbreaking functionality improvements offered by services like GDS and A9.

Search well.

Send your comments to infotech@processor.com

Encryption Software

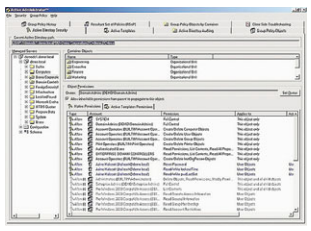


The **"Secure Hash Signature Generator"** creates signatures that are unique to the data stored on a disk drive. These signatures are used to verify intentional or accidental tampering with the drive image. The software has the ability to scan any secondary or slave drive attached to a PC or the RoadMASSter running the Windows operating system.

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Active Directory Mgmt.
Virtual Booth 3960 • Virtual Product 1875

Active Administrator



Active Administrator is a comprehensive management and auditing solution enabling administrators to efficiently manage Active Directory Security and Group Policy in Windows 2000 and 2003 based networks.
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Display-Only File Server
Virtual Booth 3847 • Virtual Product 1639

A revolutionary secure file server technology that protects enterprises from informaiton theft by insiders

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- Any crucial file access operations on a DOFS server like checking in/out, printing, emailing, etc. are fully logged, monitored and controlled.
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Document Security Software
Virtual Booth 3727 • Virtual Product 1428

Authentica's document security solutions provide total control over your enterprise's sensitive documents, spreadsheets and presentations, both during and after delivery to recipients.

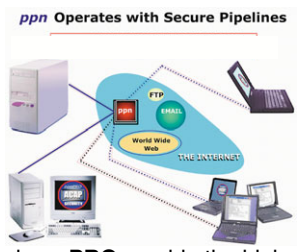
Our document security solutions are ideal for any large enterprise that needs to securely share valuable intellectual property internally or with outside business partners.

Authentica's solutions let you:
- Securely distribute information anywhere
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Secure Networking Software
Virtual Booth 4150 • Virtual Product 2125



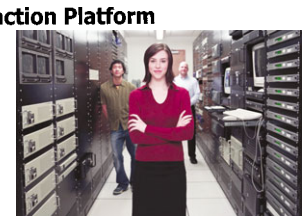
Both **ppnPC** and **ppnPRO** provide the highest level of security for those data transfer applications for which the protection of information is critical. It is the preferred data transfer medium for those individuals and organizations that are required to comply with Federal or State laws and regulations that address the protection of an individual's privacy and/or the maintaining of the confidentiality of electronic data.

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Web Services Security
Virtual Booth 3944 • Virtual Product 1837

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OPINIONS
RESELLER • NEWS & VIEWS

The Secondary Market: Welcome To My World

When buying or selling equipment to a secondary market dealer or computer reseller, which of the following statements are true?

- Buying on the secondary market is a risky way to buy equipment.
- Secondary market dealers deal in illegal gray market equipment.
- Buying new equipment from a computer reseller is more expensive than buying directly from the manufacturer.
- If I buy equipment on the secondary market, I will lose the manufacturer's support.
- The only place to get the latest new equipment is from the manufacturer.
- If I buy my equipment from the secondary market, I have no place to turn if the deal goes bad.
- I can sell my computer and software to the secondary market. After all, I own it.

If you said yes to any of the above statements, I'm here to set you straight.

The Secondary Market/ Computer Reseller World

Welcome to my world: the world of the secondary market/computer reseller. My name is Joseph Marion, and I have been involved in the secondary market for more than 30 years buying, selling, leasing, maintaining, and exporting equipment. I've sold new equipment, used equipment, and gray market machines. Currently I serve as president of the Association of Service and Computer Dealers, International, a nonprofit trade organization of companies that buy, sell, and service a plethora of equipment including IBM, HP, Cisco, and more.

Some computer dealers (aka computer resellers) sell new equipment under authorization from manufacturers.



JOSEPH MARION

For the past 30 years Joseph Marion has worked in the technology equipment reseller market. In the 1970s he competed with the major equipment manufacturers by selling, leasing, exporting, and maintaining used equipment. In the 1980s, he "crossed over," joining forces with IBM and becoming one of its most successful authorized business partners. Since 1990 Marion has headed up the Association of Service and Computer Dealers International, the world's largest association of companies that deal in technology products.

BIO NOTES

Some computer dealers (aka secondary market dealers) only sell used equipment. And some do both. In fact, there are over 4,000 computer dealers worldwide. So how's one to choose?

First decide if you are looking to buy new or used equipment. If you know that what you need is not available used, look for an authorized business partner for a manufacturer. Most manufacturers have set up links on their Web sites to enable you to find their business partners. The ASCDI Web site (www.ascdi.com) has a feature that lets you search for authorized business partners by geographic location. An authorized business partner can usually sell you that new piece of hardware for a better price than you can buy it from the manufacturer. And because they are authorized, there should be no problems getting maintenance and software updates.

If the equipment you are looking for is more than one year old, you may be able to save some money by buying it from a secondary market dealer. But slow down. The last thing you want to do is jump on the Internet, do a Google search, and buy from the first name that pops up. I hear it all the time: "I found that new hardware from a dealer at 50% off of list. I sent my check, but I never received my equipment. When I tried to contact the seller, their phone was disconnected." Great deal, huh? OK, so whom can you trust?

The last thing you want to do is jump on the Internet, do a Google search, and buy from the first name that pops up.

Again, I encourage you to turn to www.ascdi.com. The dealers who belong to the ASCDI have agreed to abide by an Industry Standard Code of Ethics. The code requires that each member follow through on any commitment made. If you deal with an ASCDI member and feel that they have not honored their part of a transaction, you have the right to file a complaint with the association. If the member is found in violation of the code, they could be suspended or expelled from the ASCDI. The bottom line is that if you choose an ASCDI member company, you have an independent body to turn to in the unlikely event that the transaction doesn't go as planned. You can't get that any place else in the secondary market. And there is no cost for this service.

OK, so maybe it's not so hard to find a credible dealer. But what will the manufacturer do to me if I don't buy directly from them? Is it legal to use the software that comes with the equipment? Some manufacturers have policies that enhance the value of used equipment, offering software and maintenance support. They understand that by supporting the value of secondary market equipment they encourage users to buy their new products. Other manufacturers view their own used equipment as the enemy and make it very difficult to buy secondary market equipment.

My next column will cover the long arm of the manufacturers and the impact they can have on the residual value of your hardware.

Send your comments to ascdi@processor.com

Enterprise Backup Solution
Virtual Booth 3920 • Virtual Product 1794

Innovative Data Protection-VERITAS NetBackup Enterprise Server delivers enterprise data protection for the largest UNIX, Windows, Linux and NetWare environments. To help reduce administration and hardware costs, organizations can now take advantage of enterprise-strength features such as synthetics, disk-based protection, automated disaster recovery, and desktop and laptop protection. VERITAS NetBackup provides the most advanced media management available, including tape labeling, tape media pool creation, device sharing, media/device reporting and bar code support. VERITAS NetBackup Enterprise Server also provides optional database and application-aware backup and recovery solutions for Oracle, SAP, Microsoft SQL Server, Microsoft Exchange, Microsoft SharePoint Portal Server, DB2, Lotus Notes/Domino, Sybase and Informix to deliver data availability for utility computing.

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Backup & Recovery Solution
Virtual Booth 3984 • Virtual Product 1911

Harbor NSM Product Suite

If you're like many companies today, your infrastructure has become increasingly complex while the growth in corporate data continues to explode.

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Data Protection Software
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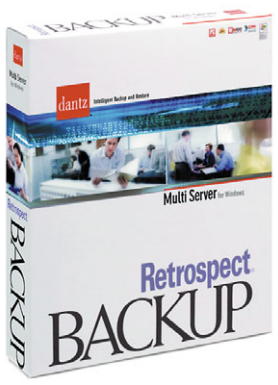
Backup & Recovery Mgmt.
Virtual Booth 3991 • Virtual Product 1926

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VFI/X is an intelligent, automated, high-level data protection and recovery management system. Based on the premier mainframe product that has protected Global 1000 corporations for over 15 years, VFI/X is now available for the distributed world. VFI/X leverages your current investment in all popular backup and recovery software and mirroring technologies. It unobtrusively monitors your systems in real-time, learns how your critical files are used as well as their interdependencies, and ensures that they're backed up when necessary, directly interfacing with the tools of your choice. All performed automatically, without human intervention, and these are just a few of its features. VFI/X is available for SUN Solaris 8 and above (Sparc 32, 64 & x86). Linux, IBM AIX, HP UX and Microsoft Windows versions will be released over the next several months.

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Backup Software
Virtual Booth 4062 • Virtual Product 2014



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Unix/Linux Tape Management
Virtual Booth 3862 • Virtual Product 1679

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Content Archiving Software
Virtual Booth 3929 • Virtual Product 1814

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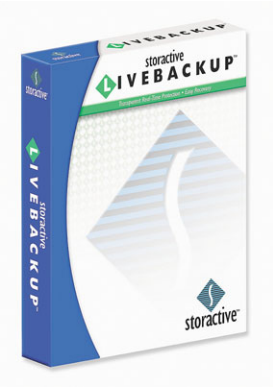
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Virtual Booth 3587 • Virtual Product 1359



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Real-Time Data Replication
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Constant Replicator™ provides automatic real-time replication of mission-critical file data in real-world heterogeneous environments over ordinary IP networks. Once installed on your host, Constant Replicator™ is always running, protecting your critical files by mirroring them as they change to one or more remote servers over your existing network.

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Data Backup & Recovery
Virtual Booth 3974 • Virtual Product 1892

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Peer to Peer Backup System
Virtual Booth 4024 • Virtual Product 1963

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LeanOnMe features:

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Data Warehouse Platform
Virtual Booth 3926 • Virtual Product 1807

Sybase IQ 12.5 is a data warehouse platform designed specifically from the ground up for unsurpassed query performance and the lowest total cost of ownership for users' analytical applications. Based on recent TPC-H benchmarks, Sybase IQ is a category-leader in the business intelligence and enterprise data warehousing market, with record-breaking price-performance and storage efficiency, as well as the lowest total cost of ownership.

Sybase IQ is only business intelligence solution available on the market today that offers column-based data warehousing. Unlike traditional databases, Sybase IQ is architected for analytics - not transactions - and the column-based structure provides significant advantages within a query environment, including reliable performance, easy maintenance, increased scalability and the need for fewer hardware resources.

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Storage Mgmt. Solution
Virtual Booth 4100 • Virtual Product 2068

ArC Overview

Network-based archive for fixed-content data

Archivas Cluster (ArC) is a network-based archive management solution that is designed for long-term storage of digital assets. The archive database is distributed and replicated across multiple Linux servers, or nodes. Each node stores data and acts as a portal to access data. Built from industry-standard hardware, ArC's unique architecture enables an installation to scale easily and inexpensively from a small cluster of several server nodes, to many nodes that store hundreds of terabytes of data.

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Web-Based Media Service
Virtual Booth 4085 • Virtual Product 2048

American Eagle's WEBSCAN
Web-based media tracking system

Track Media

- For Mainframe and Open Systems
- To and from any location
- By retention date or cycle control
- Kept in containers or slotted at the Vault
- Regardless of media type

Inventory

- Media in Tape Library
- Media at the Offsite Vault

Web-Based Advantages

- Access information from anywhere anytime
- No corrupt database issues
- Backups done at the server level

AES

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SAN & NAS Management
Virtual Booth 3697 • Virtual Product 1286

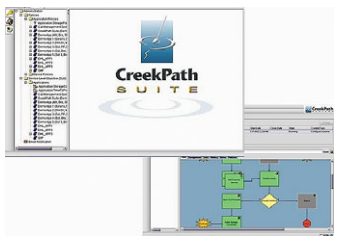
IPStor provides an open software infrastructure platform for storage networking, allowing for the consolidation of heterogeneous storage environments along with the seamless creation & provisioning of both SAN (block level) & NAS resources (for general-purpose file sharing) from the same storage pool.

- Any-to-any connectivity: Fibre Channel, IP, iSCSI, SCSI, CIFS, NFS, etc.
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Storage Resource Mgmt.
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Storage Resource Mgmt.
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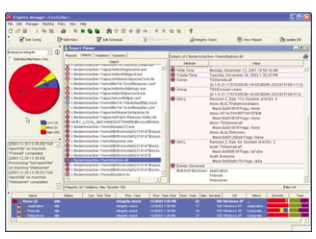
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Preparing For The Worst

Simple Advice For Creating A Disaster Recovery Plan

by Tony Bradley

• • •

When it comes to protecting network and computer resources in the event of a catastrophe, it is not a good practice to learn things the hard way. It is imperative to weigh every risk and consider every potential scenario before it occurs so that adequate steps can be taken to protect the network.

Assessing Probability vs. Impact

The terrorist attacks on Sept. 11, 2001, brought to light an important consideration for creating a disaster recovery plan: probability vs. impact. Traditionally, the likelihood of an event occurring has played a major role in whether that scenario was considered in the overall DRP. If the odds of an event occurring were so small that the event could be considered a statistical impossibility, it did not make much sense to build the DRP around it.

However, John William Toigo, CEO of Toigo Partners and author of "Disaster Recovery Planning: Strategies for Protecting Critical Information Assets," stresses that, "Regardless of cause, companies should develop capabilities that cover a complete smoke-and-rubble scenario, but that can be implemented in a modular way to respond to lesser emergencies."

In the end, the DRP has to account for a range of contingencies from a simple server crash up to the complete destruction of the data center. More emphasis is placed on storing critical data and resources offsite with plans and procedures in place to allow the company to resume business from an alternate location as quickly as possible in the event of a disaster.

Clearly Define Your Goal

There are a lot of scenarios to consider when creating a comprehensive disaster recovery plan. It is helpful when creating the plan to clearly define the ultimate goals of the DRP. As Toigo described, the plan should ideally provide a systematic means for resuming business in the event of the complete destruction of the data center but should be able to be implemented on a modular basis that can be applied to lesser disasters, as well.

The goal of the DRP will vary from company to company and possibly even from department to department (see the "Disaster Recovery Plan Goals" sidebar). Typically the plan should provide the means to protect company assets and resources, minimize the potential for economic losses to the company and, ultimately, ensure the continued existence of the company.

Ask The Right Questions

One of the keys to success in creating an effective disaster recovery plan is to ask the right questions (see the "Critical Questions" sidebar). Developing a comprehensive disaster recovery plan requires thinking beyond the simple steps of backing up data on a regular basis.

In order to plan for how to continue operations and resume normal business activity, there must be an understanding of what the essential requirements are for doing business. Are there any forms, documents, or other nontechnical materials needed to perform critical business functions? How long will mission-critical servers be able to run during a power outage?

Each department within the company should conduct a review by analyzing a given two- to four-week period of time and identifying the critical business functions that are performed and what sort of equipment and data are essential for completing those functions.

Toigo states that individual departments may not be capable of addressing this need. "Typically, you need a process led by a particular person, a DR (Disaster Recovery) or BC (Business Continuity) planner—and a lot of management visibility—to have any success in this research."

Variations On Redundancy

Preventing an interruption in the ability to conduct business or recovering from a complete disaster often involves some level of redundancy. It is important to determine the impact such an interruption might have on profits or revenue in order to provide a frame of reference for developing a budget to prevent or recover from it.

How long can you afford for the network to be down? What is your break-even point in terms of dollars lost vs. the cost of the equipment necessary to ensure the servers are available?

Is it good enough to plan to purchase equipment on short notice when the need arises? Perhaps duplicate equipment should be purchased in advance and held in reserve as a "cold standby" solution. If losing access to the network or a critical server might cost the company $1 million a day, it makes the cost of implementing an appropriate high-availability solution seem inexpensive by comparison.

Regardless of whether a nearby lightning strike knocks out power for a few hours or an earthquake levels the entire business location, a disaster's overall impact on your ability to conduct business can be minimized if you've asked the right questions and developed the proper plans to assure that the equipment and data necessary to conduct business remain available.

Disaster Recovery Plan Goals

Your disaster recovery plan should help you ensure that your business can resume normal operations in the event of a disaster. Here are some of the main objectives any plan should cover.

- Protect company assets and resources
- Minimize the potential for economic loss to the company
- Reduce the probability of catastrophic events occurring
- Develop process for systematically resuming normal business operations
- Eliminate reliance on specific individuals or personnel
- Assure organizational stability
- Minimize legal liability for any loss or compromise of data
- Establish procedures to implement in the event of a disaster to minimize the need for critical decision-making on the fly
- Ensure the continued existence of the company

Critical Questions

Some disasters may only interrupt business for a few hours, while others may result in an indefinite interruption of normal business operations. It is difficult to account for every possible scenario that might impact the network, but below are some key considerations that apply almost universally when developing a disaster recovery plan.

- What assets and resources are absolutely essential to maintain or resume business operations?
- How long will mission-critical servers be able to run during a power outage?
- Is critical data backed up regularly and stored offsite?
- Have the backups been tested to validate that the data can be restored when necessary?
- Are there any legal or regulatory obligations (Sarbanes-Oxley, HIPAA, etc.) related to the safeguarding of data?
- Has an alternate site been identified to resume business in the event the primary location is inaccessible?
- What is the minimum server and storage capacity necessary to resume business?
- How long will it take to bring backup equipment online and restore data to resume business operations?
- Have disaster recovery procedures been thoroughly documented, and are key personnel familiar with them?
- Are there any forms, documents, or other nontechnical materials needed to perform critical business functions?

Good Ol' Tape

Focus Changes From Backup To Recovery

by Curt Harler

• • •

Companies insure against fire, theft, and the death of key employees. Today, most small to medium-sized enterprises also insure against the loss of data with backup tapes of corporate data—often the most important physical asset of a company.

Tape backup has been around for many years, decades even. SMEs rely on it because it is cheap, reliable, and easy to move. Although there has been a lot of talk about replacements for tape backup, nothing yet has taken over the market. "Over 90% of SMEs back up with tape," says John Maxwell of Yosemite Technologies.

In most cases that an SME needs restoration, the problem is due to a virus or application failure, not a hardware crash. Although optical disk arrays get a lot of press, Maxwell maintains they are more appropriate for individual PC backup or SOHO applications.

Kerry Brock, vice president of marketing at Exabyte, agrees. "The short story is there are capacity and speed limitations with optical," he says. Conceding that DVDs are terrific for very small companies or local offices, he notes that they have serious capacity limits, typically 5GB.

"It comes down to the size of your dataset," Brock continues. "If your full system backup is under 5GB, you're fine. Anything larger and optical is not practical. And, remember, size of the dataset relates to the time it will take to back it up."

About 5% of SMEs have a Fibre Channel SAN. The rest use a network- or direct-attached storage system. Pointing to the danger of virus infection, Maxwell says, "I scoff at people who say they want all of their data on a disk."

However, considerations beyond technology may drive the market. "Recovery will replace backup in importance," says Carolyn DiCenzo, analyst with Gartner. "The cost of faster recovery solutions will need to be mapped to the cost to the enterprise for application downtime and potential data loss," she says. "Recovery times are what business will see as backup windows are removed to support the real-time enterprise." DiCenzo expects traditional backup products will evolve to manage data based on recovery time objectives by 2006.

The Economic Factor

Because of both the capacity and time restraints, tape continues to be the preferred solution for SMEs. Brock says it is simple to find a tape drive for under $1,000 that will do a good job. Cartridges cost in the $15 to $30 range. "It is more economical to keep data on tape," says Maxwell.

"A common misconception is that D2D [disk-to-disk] can take over and serve as primary storage if it fails," says Yosemite's Wayne Naya. "Few D2D systems are configured this way," he continues. "Usually a restore must still be performed as with any tape-based backup."

Tape still compares well with disk and offers high reliability at a good overall cost. A typical tape-based backup and archiving system will cost anywhere from $1 to $10 per gigabyte of storage. D2D arrays for a similar level of data protection can cost up to $80 per gigabyte, according to Nava.

Areas where disk scores well include performance and, with the right management software, scalability. "However D2D arrays should be part of an overall data protection hierarchy and not used on its own to protect data," Nava says.

Brock says it is good to invest $50 in a cleaning tape and run it through a system once a month. "With tape, the only maintenance is cleaning the heads," he says.

MBTF for most modern tape drives is in the 500,000 use area. That's about 700 years' worth of twice-daily backups.

Gartner's DiCenzo says multi-streaming/multiplexing to tape helps some companies meet the time crunch of backing up data. "Even that approach may not be enough and may entail higher costs if additional tape drives are needed," she says.

Product Roundup

There are some inexpensive options. One is virtual tape backup, which offloads the task of setting up and maintaining a disk file system. DiCenzo says some SMEs are willing to pay the premium of virtual tape over generic backup to disk to obtain a plug-and-play solution.

Certance. In October, Certance announced its LTO Ultrium 3 products, which double the capacity of the company's previous tape drives. Available for $5,900, the Certance CL 800 provides up to 800GB data protection per cartridge with backup speeds of up to 490GB per hour, writes to both LTO-3 and LTO-2 media and reads from LTO-3, LTO-2, and LTO-1 media formats.

Exabyte. Selling for $2,800, Exabyte's rack-mounted VXA-2 PacketLoader 1x10 1U reads and writes data in packets, eliminating the head-to-tape problems on earlier systems. The VXA-2 PacketLoader provides 10 160-GB cartridge slots for up to 1.6TB backup capacity at a transfer speed of up to 43.2GB per hour.

The company's XA product has a compressed capacity of 160GB and backs up 43GB per hour. The street price is under $900, and cartridges cost $14.

Novastor. For SMEs, Novastor offers its NovaBackup and NovaNet products. NovaBackup supports popular storage devices with an easy-to-use backup and restore wizard. NovaNet 9.0 backs up and recovers to any machine on a network running Windows, Linux, or NetWare.

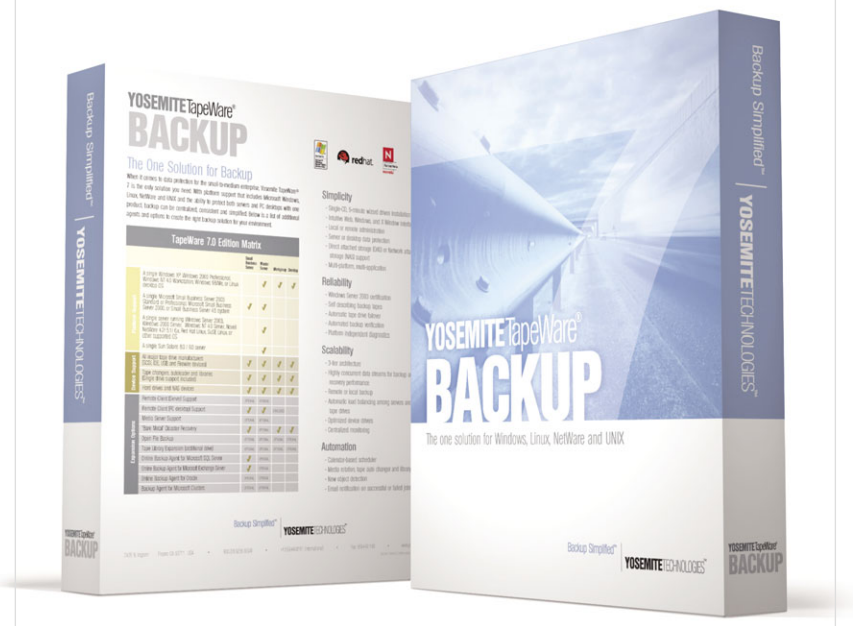
Quantum. Quantum's DX-30 VTL product emulates a tape library. It integrates into existing backup architectures without any changes to existing processes. The DX30 complements existing tape libraries by letting them handle archive operations for disaster recovery and regulatory compliance.

Tandberg Data. This summer, Tandberg Data broadened its product portfolio with the DLTVS160 1U StorageLoader, which provides up to 1.28TB of compressed storage capacity at transfer rates up to 57.6GB per hour in a 1U rackmount design. The StorageLoader supports one DLTVS160 tape drive and up to eight data cartridges stored in two removable four-cartridge magazines. The tape drive, power supply, and fans are all field replaceable without removing the autoloader from the rack, reducing TCO and minimizing downtime.

Yosemite Technologies. Yosemite's Backup Simplified solutions use distributed architecture to reduce backup windows and network congestion while giving a quick image-based disaster recovery of OS and application data. All editions, agents, and options are available on one CD with a uniform GUI across all OSes that simplifies learning. TapeWare 7 claims to be the only solution with native support for Windows, Linux, NetWare, and Unix. A version 8, to be called Yosemite Backup, will be available in early 2005.

"The technology has been fine-tuned to be very reliable: It's 1,000 times more reliable than what it was five years ago," Maxwell says. "SMEs will be using tape for a long time. The important question for SMEs is, 'If you lose your data, will you be in business?' "

"Every SME should have a process of daily, weekly, and monthly backups, plus a system to meet the legal requirements of their business," Maxwell says. But DiCenzo wants more. "Options that manage the creation of physical tapes will only become truly useful when communication with the backup software is improved," she says.



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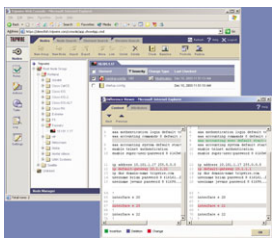
Backup Options

There are many factors to consider when selecting the right backup method for your organization. Is speed an important factor, or is cost, both for the device itself and the media it requires, a bigger issue? This chart gives you a brief overall look at the common backup options.

Device	Device Cost	Media Capacity	Media Cost	Speed	Comments
3.5-inch floppy drive	Built into most PCs	1.44MB; removable media	$0.50	Slow	Nice for small amounts of data; cheap and portable media
CD-RW	$149 to $299 (Built-in on many new PCs)	Up to 700MB; removable media	$1	Moderate	Great backup device; large backups will require multiple CDs
DVD-RW, DVD+RW	$299 to $599 (Built-in on many new PCs)	Up to 4.7GB; removable media	$3 to $5	Moderate to fast	Another great backup device similar to CD-R/W but with even greater storage space; more in line with backing up today's average hard drive capacities
Hard drive (primary)	No additional cost; built into all computers	Up to 160GB and growing; commonly under 60GB	Fixed media (the device and the media are one and the same)	Fast	Allocate some space on your current hard drive. Good for recovering files, but not good for total system failures because your original and backup data are on the same physical device. (If you have more than one computer networked together, you can back up data to a different computer over the network.)
Hard drive (alternate)	$50 to $599; can be installed inside your PC or an external device	Up to 160GB and growing	Fixed media	Fast	New hard drives are cheap and easy to install; external drives save installation problems but cost a little more
Zip drive	$149 (rarely built-in with a new PC)	100MB or 250MB	$10 each; removable media	Slow	The most popular high-capacity floppy-disk type device
Tape drive	$299 to $3,000-plus	4GB to 110GB	$10 (4GB) to $100 (110GB); removable media	Fast	A great high-capacity removable media

Sources: Novastor & Pinetree Peripherals

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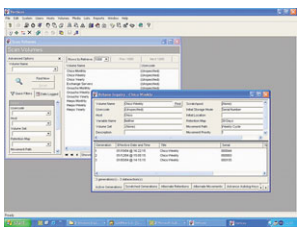
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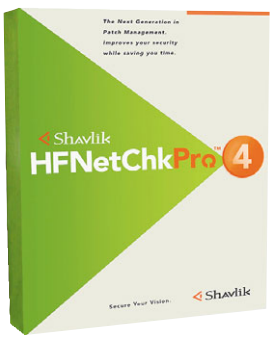
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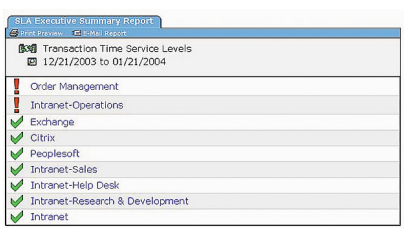
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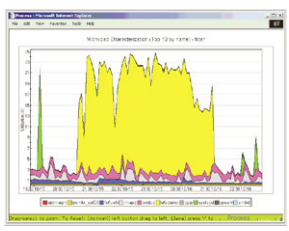


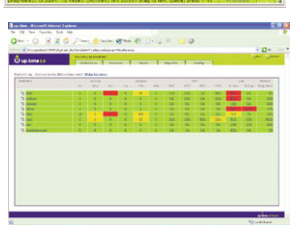
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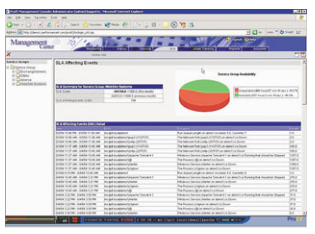


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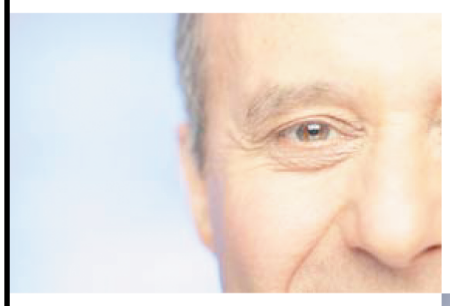
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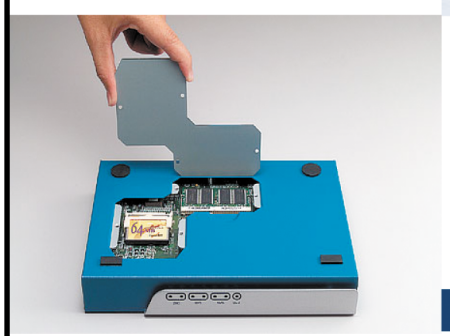


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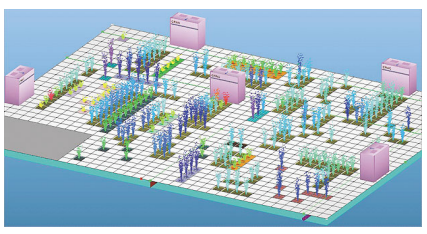
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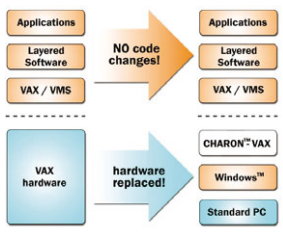
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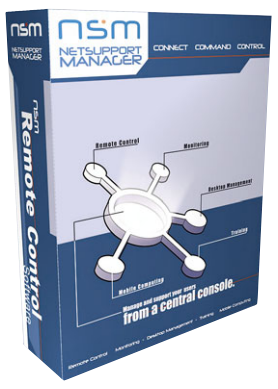
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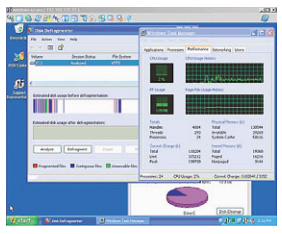
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The Ontrack Data Disaster Scale

Advance Preparation Can Preserve Valuable Business Data Assets

by Dennis Raven

• • •

AS IT BUDGETS become scrutinized and reduced, demand for those systems and services continue to increase. So with a smaller budget, the department is expected to provide at least 99.999% uptime with less head count and funds.

But as IT systems become more important, what can be done to lower the risk of data loss? A study sponsored by Veritas Software and conducted by Dynamic Markets, a U.K.-based market research company, indicated that 40% of companies had no idea how long it would take to restore even bare minimum operations if a natural disaster destroyed their primary data center. In the rapid business world of today, data loss of any type can mean thousands, if not millions in lost revenue.

The Ontrack Data Disaster Scale

Ontrack Data Recovery, a company specializing in data recovery from all types of media, has created a Data Disaster Scale designed to help data managers understand and minimize business disruptions. This scale, based on Ontrack's experience with customers, grades the severity of data issues and defines appropriate crisis management steps to support business continuity.

1. File or email deletion: A file or email is accidentally deleted or lost due to a virus.

Anyone involved with computers in home or business is well aware data will be accidentally deleted. With that in mind, all data centers should have either system or third-party utilities available for file recovery. Several utilities are available including Ontrack's Easy-Recovery software and Symantec's NortonSystemWorks.

2. Loss of data on one computer: A virus hits a PC or laptop and "wipes" the hard drive.

Unfortunately, viruses and worms are here to stay, and regularly performed backups should be part of every data center's procedures. Although nearly all company data centers perform regular backups, there is a catch. The company servers are backed up, but individual PCs generally are not. If the company policies state all user data must be stored on company servers, damaged machine restoration can be performed with little difficulty. However, if critical data has been written to the PC's local disk, a data recovery consultation is necessary.

3. Physical damage to a PC or laptop: Computer is dropped, exposed to excess heat or water, or caught in a fire.

Physical damage can range from slight to severe, and technical staff cannot generally assess that damage. The best response is to turn off the machine, do not attempt a diagnosis, and call a data recovery company immediately.

4. Hard drive error: Computer reports that the hard drive is experiencing errors and may be damaged or corrupted.

Hard drive errors occur when the drive begins to break down.

Leaving the drive spinning can cause a "snowball" effect—the problem compounds itself exponentially, destroying the drive. The only prudent solution is to turn the drive off and contact a data recovery company.

5. Burnt-out hard drive or electrical circuit board: Part of the hard drive is damaged internally, due to age or power spike.



Special-purpose clean rooms allow drive disassembly and parts replacement at many Ontrack facilities.

Sometimes drive electronics become covered with dust or other contaminants and then fail. In many instances, the drive itself is undamaged, but the electronics that allow communication require replacement. Specific tools and knowledge are necessary to resuscitate this drive. Contact a data recovery company immediately to retrieve this critical data.

6. Physical damage or "head crash" inside the hard drive: A head crash is one of the most damaging disk events that can occur. During a crash, one or more of the drive's heads touch the disk platter, usually gouging the surface. There is no way an individual can repair this drive. Remove power from the drive and immediately call a data recovery company. If the data is crucial, the money spent on repair will be well worth it. Jim Rienert, senior director of software and services for OnTrack, explains, "We go to the head level and do head swaps, and our goal is to recover every bit of data on either side of that crash, and based on that we will begin to put the files back together."

7. External damage to the actual hard drive: Physical damage, as mentioned in No. 3, also damages the hard drive.

Physical damage, either external or internal, is no job for users or help desks. Many types of physical damage can only be repaired by disassembly in a clean room. "We offer clean rooms at many of our locations," says Reinert, "and have a large family of software and techniques that were developed in our labs—designed to go at the data directly." The cleanroom keeps microscopic dust particles from entering the drive once it is disassembled, thereby allowing proper operation once the damaged parts have been replaced. Contact a data recovery company immediately.

8. Server failure: Two disks within a RAID array "fall out" or are damaged consecutively; server goes down and all company information disappears.

A data center administrator's first reaction is to run some type of repair utility in hopes of correcting the damage. However, these utilities may in fact overwrite recoverable data and cause irretrievable loss. As with physical damage, this is a job best left for professional data recovery services. "Deleted does not mean gone," says Reinert, "with data recovery, you get back your most recent files, whereas with backup, you get back only your most recent copy, and that time between failure and your most recent backup can be very valuable."

9. Server destroyed and backup fails: Natural disaster results in total destruction to the server, and restore of backed-up data fails or tapes are damaged.

Backups never seem to be tested enough for their restore ability. Before a natural disaster strikes, make the testing of restores from current backups part of your backup strategy. In the event of server destruction, you will at least be assured the replacement server can accept your most recent backup. In the event the server is destroyed and the restore fails, the only alternative is to contact a data recovery company.

Choosing A Data Recovery Company

While Ontrack's Data Disaster Scale provides data center professionals with a guide, there are many variations in corporate data loss and recovery. As part of an overall disaster recovery plan, every organization should develop a relationship with a company providing experience, multiple levels of service, and the ability to deliver on time. The company should also provide data recovery from SANs and Microsoft Exchange databases, provide audited clean room environments for drive disassembly and repair, and structure pricing models based on system type, drive size, and severity of damage.

Whether or not your data center has an immediate need for data recovery services, it is wise to review your operations using the Ontrack Data Disaster Scale, as results of the review may suggest beneficial procedural changes.

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A Very Different Tech Stock Market

Regulations, Rules & Post-Dot-Com Jitters Have Transformed Technology Shares

by Bruce Gain

• • •

Remember the heady days of 1999 and early 2000 before the great technology stock market crash? Whether that period conjures up good or bad memories often depends on how much money you lost—or made if you were one of the lucky few who pulled out early. Analysts often gave a "buy" rating to stocks of companies that the investment bank branch of their company had underwritten, knowing these stocks had no real earnings potential. Many technology stocks then became disjointed from reality as communications equipment companies, such as Lucent Technologies, shot up to $100 a share. (Lucent's stock price was $3.82 at the time this article was written.) AOL's share price doubled. JDS Uniphase, an acquisition hungry communications equipment maker before the bottom fell out of the market, traded at around $200 before plummeting to below $3 a share and flattening out at around its current $3.07 a share price.

The Enron scandal followed, and the public learned how its top executives were cooking the books by inflating positive earnings while mysteriously maintaining a negative cash flow. Other publicized scandals followed, such as the WorldCom and Tyco debacles. This prompted the SEC to more tightly police publicly traded companies, which in turned revealed other corporate malfeasance. Then, on top of what was already a perfect storm in the tech stock market, the Sept. 11, 2001 terrorist attacks added another impetus to scare away already nervous investors.

Now, technology stocks are attracting attention again. After a few hiccups, Google recently initiated a successful IPO. Items such as digital cameras, camera phones, and LCDs are in high demand in the consumer sector, which in turn have helped to grow the stocks of vendors who make these goods.

A Very Different World

So now tech is back. Or is it? Instead of interviewing analysts, many of whom would be more than glad to discuss the performances of the companies they cover (especially for those companies with a "buy" rating), *Processor* sought the input of stockbrokers who initiate trades for their clients and, at the very least, know what is being bought and dumped.

But in the post-dot-com, post-Enron corporate scandal tech stock world, the tone of tech stock traders and Wall Street in general has changed since 2000. Tighter regulations are having a greater impact on what those who work in the financial industry can and cannot say.

In the post-dot-com, post-Enron corporate scandal tech stock world, the tone of tech stock traders and Wall Street in general has changed since 2000.

Processor solicited the input of brokers at large, well-known brokerage houses and was systematically turned down for reasons varying from internal rules and regulation to new SEC guidelines that did not allow brokers to discuss stock market trends.

Processor did manage to interview Gary Neumann, a stockbroker from accounting firm Lucas, Neumann and Associates, who confirmed that tech stocks are not anything like they were during the 1990s. "Only five years ago, I saw Sun's share price [trading at around $70] and thought you could buy into the idea of Sun Microsystems' potential as a server maker," says Neumann. "So if they are the number one manufacturer of servers, their earnings per share ratio could be any number, but you wouldn't be afraid of it because they were going to grow into that number."

However, following the dot-com crash that largely took the bottom out of the communications equipment industry, the profits of Sun, like most of the other technology companies listed on the Nasdaq and the NYSE, fell far short of delivering its projected earnings.

What Is Tech?

Many of the companies with stocks listed under the technology category do not offer technology in the sense of offering something completely new with significant value-add potential. In the case of Dell, for example, most IT admins know that innovations in the PC sector are mostly contingent on the semiconductor and other component makers that allow PCs to do what they do. The business plans of Dell or other PC OEMs are largely about achieving profits by packing preassembled parts in boxes while maintaining margins through supply chain efficiencies.

In such an ever-changing area, what was once exciting and new is no longer exciting and new. "When cars and railroads came out in the very beginning, they all looked exciting, and the companies left standing maybe did well, but other companies that did well at the beginning eventually went out of business," Neumann says. "In the case of Nokia, they once said, 'We make cell phones, and in a few years everyone in the world will have one and maybe two, even though no one has one now,' so it is a great company."

Finding a potential 10-bagger tech stock from a vendor of a new and exciting technology has thus become a very different proposition than investing in established companies that still fall under the technology category. "It is almost as if the Microsofts and the IBMs, at the levels they are at now, may become a growth stock, but they will not be what we first perceived as tech stocks when technology was like a revolution. We are just not in that time frame anymore," Neumann says.

Stock values catapulted by the next big thing that will revolutionize business operations will thus likely belong to only a small subsection of companies that fall under the so-called tech sector. "That whole [tech] philosophy, that whole thought process is still true in very selected areas," Neumann says. "We are now looking for that particular technology or new technology [that will truly be exciting]."

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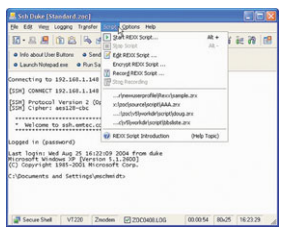
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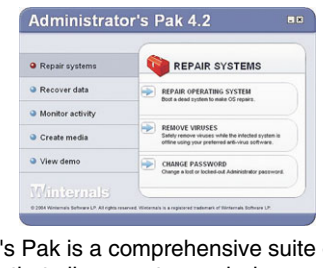
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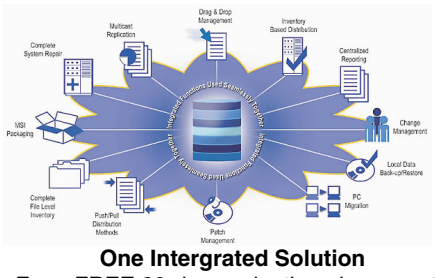


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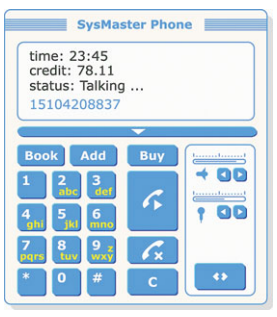
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Spyware: The Next Wave Of Malicious Code

Can New Laws & Software Keep It Under Control?

by Sandra Kay Miller

• • •

"SELL YOUR PC and move to Montana," recently joked Roger Thompson, director of content research security management at Computer Associates, when asked what can be done to get rid of spyware for good. As a veteran malicious code researcher, Thompson explains that technology is entering the fourth age of malicious code, which is predominantly characterized as adware/spyware, along with vulnerability exploiting worms and bots. "This is the stuff that is going to consume us for the next few years," warns Thompson.

Spyware has become prevalent to the point of the government enacting legislation in regards to its use. The recently passed Spy Act (HR 2929) aims to prevent the surreptitious installation of software, meaning that spyware vendors would be required to notify consumers and obtain consent when electronically amassing personally identifiable information. Although a step in the right direction, judging by past legislation (CAN-SPAM Act), Thompson doesn't think this act will be successful at stopping spyware, but it might help deter it.

"The problem is that some portion of the spyware segment is being driven by spammers and probably organized crime, mostly from outside the United States. They won't pay too much attention to it. It will, however, help with the growing number of U.S. companies that are getting more and more aggressive . . . installing without asking and/or not providing an uninstall and/or not being up front about what data they are taking," says Thompson.

Computer Cooties

Malicious or not, spyware infestations can cause extreme loss of productivity within the enterprise—machines operate at a snail's pace, browsers are hijacked, pop-up ads plague the screen. Unfortunately, most antivirus products don't consider spyware malicious and therefore do not include the ability to detect, block, and clean those particular types of infections.

However, spyware is increasingly becoming a vector for malicious code to be executed on infected systems. For instance, Trojans capable of relaying information to other computers or online data repositories are frequently delivered via spyware. Other threats to the enterprise include captured user passwords, login details, credit card numbers, and other sensitive information.

Thompson points out that it is very difficult to find mitigations for spyware. "Firewalls don't help much because they mostly work over port 80, and in any case, people mostly voluntarily install it themselves," he says.

Exacerbating the problem with spyware is the arduous task of removing it from the system. Often coded with a reinstaller, simply uninstalling the software doesn't get rid of the program, which reappears once the computer is rebooted. When a system has been infiltrated by this type, it is best to use a commercially available spyware removal tool, although they don't always root out all the spyware either.

Protecting The Enterprise

The best line of defense for the enterprise is educating end users how to avoid spyware and using a corporate-grade anti-spyware tool.

Although most of the first generation anti-spyware was shareware/desktop clients, vendors such as Webroot are filling the need for centralized management with the latest release of Spy Sweeper Enterprise.

Small, independent spyware prevention vendors have been acquired by enterprise-class vendors for integration into their security suites and product offerings. Pest Patrol, a front-runner in the anti-spyware space was purchased by Computer Associates in mid-2004 and most recently, Microsoft obtained GIANT Antispyware. With attention from mega-vendors such as these combined with the recent legislation, it's painfully obvious that enterprises, regardless of size, need to seriously consider how to protect themselves against spyware.

Not Just Software

Fighting spyware isn't only accomplished using software. Users frequenting such unsecured endpoints as public workstations, kiosks, and home PCs have virtually no way of determining whether the host machine is infected with spyware. The Fireball Keypoint from Red-Cannon is a USB device designed for corporate endpoint security.

Regardless of the device being used to log on to the enterprise network, the Fireball Keypoint instantly scans for spyware. If there is malicious spyware on the host, the user will not be permitted to log on to the network. Additionally, the Fireball Keypoint features include a secure browser and email client and an encrypted data safe.

Despite a myriad of preventive measures against spyware, most companies are still finding that it continues to slip through the cracks and end up on corporate PCs. Thompson predicts that spyware infestations are only going to get worse. "We are very much in the early days," he warns.

By The Numbers

Spyware is becoming an increasingly prevalent issue in the scope of IT. Here are a few statistics for perspective.

20 million	The number of users affected by spyware, according to Gartner
92%	The percentage of IT managers in an independent study who believe spyware is a problem within their organization
9:10	The ratio of computers connected to the Internet that have spyware installed on them, according to the National Cyber Security Alliance
26.5	The instances of spyware found on the average PC, according to a study from EarthLink and Webroot Software
20%	The percentage of corporate users infected by malicious spyware programs, according to the Meta Group

Keeping Spyware At Bay

Here are some useful tips for avoiding spyware infiltrations into the enterprise.

- ✔ Use two different anti-spyware scanners on the enterprise network. Similar to an antivirus scanner, one will often identify malicious code that the other does not.
- ✔ Install an anti-spyware application that can preempt spyware installations.
- ✔ Lock down Internet Explorer using the Privacy & Security settings or use an alternative browser (for example, Mozilla, Firefox, or Opera), which are less vulnerable to spyware.
- ✔ Read EULA for any freeware/shareware installed. Nearly all P2P programs such as Kazaa and Grokster include verbiage in their licenses that allow them to legally download spyware to the system.
- ✔ Educate users about how to identify potential spyware delivery methods and spot infected systems.

Spyware Solutions

The following are spyware solutions currently on the market for the small to midsized enterprise.

PRODUCT	DESCRIPTION	PRICE
Computer Associates Pest Patrol (631) 342-6000 www.ca.com	Central management and control with the ability to launch scans remotely over the network	$40 for corporate edition
GIANT Antispyware (800) 218-5617 www.microsoft.com/spyware	Recently purchased by Microsoft, a soon-to-be-released beta will scan the PC to detect spyware and enable customers to remove it	Contact Microsoft
LavaSoft Ad-Aware Professional 46 (0) 515 503 00 www.lavasoftusa.com	Protection from a variety of spyware including browser hijackers and tracking components	$39.95 per license
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Webroot Spy Sweeper Enterprise (303) 442-3813 www.webroot.com	Centralized installation, monitoring, and administration	$39.95 per license

What's Next ?

Intel Plans 64-bit Desktops In 2005

64-BIT COMPUTING has been a reality for several years. Although mainly restricted to high-end servers and data centers, the key features of 64-bit computing (greater data bandwidth and far more addressable memory space) are also appealing to desktop system users. While scientific applications would certainly gain from 64-bit capability, gaming and multimedia would also benefit, where the added memory space could be used for more realistic visuals, physics, and other game features. Although Intel had initially slated 64-bit desktop chips for the 2008 time frame, AMD's gains with its 64-bit processors (and their appearance in some desktop platforms) has prompted Intel to re-evaluate its plans. Intel has announced 64-bit additions to its desktop chip family starting as early as 2005.

Still, 64-bit computing will have little impact on everyday PC users without a suitable software platform. Microsoft will likely support 64-bit computing in its next version of Windows, which is also expected in 2005 (prior to the release of Longhorn in late 2006). Even with 64-bit hardware and an OS, applications must be redesigned with 64-bit optimizations before the full potential of 64-bit computing can be realized.

Cooling The Opteron

TODAY'S HIGH-PERFORMANCE processors consume a great deal of power and shed tremendous heat. Managing that power (and keeping the processor cool) has always been a challenge on desktop PCs with a single processor. But the problem is often multiplied with network servers sporting two, four, eight, and even more processors. Busy server rooms can demand a great deal of costly electricity and often demand air conditioning to maintain a stable room temperature.

AMD's PowerNow technology (much like Intel's SpeedStep technology) allows a processor to "throttle back" during idle periods by slowing the processor's clock speed. Because fewer clock cycles will require less power, the processor's power demands can be reduced up to 80%. Although PowerNow has been a part of the Opteron's design since mid-2004, AMD must wait until system BIOS and OS support are available. (Both are expected by the first half of 2005.) Once fully implemented, management software will enable administrators to control PowerNow behaviors. For example, the feature can be disabled during known-peak times.

New Photo Format

EACH TIME you take a photo with a digital camera, the image is ultimately processed and stored as a standard bitmap file (.JPG or .TIF). Although such formats often provide adequate image quality, the sheer number of formats and their size/quality tradeoffs raise the issue of compatibility. Users must ensure that digital files are compatible with their editing, archiving, and printing tools. Converting from one format to another can also introduce distortion and artifacts into the image. The issue is more pronounced in businesses that rely on digital imaging as part of their everyday operations (such as the publishing and design industries).

Adobe now supports a Digital Negative format (dubbed DNG) intended to provide a universal raw format for cameras, printers, and software products. As with Adobe's PDF format, the DNG format can be used for free without legal restrictions. Adobe hopes that its open-use approach will soon make DNG the de facto standard for digital imaging. A free converter tool is available for download from Adobe's Web site.

WHAT'S HAPPENING

Building A Better Beast

Sun Microsystems Looks To The Future Of Processor Technologies

by Stephen J. Bigelow

• • •

JUST LOOK AT ANY MUSCLE CAR. The first thought that hits you is, "How fast does that thing go?" It's the same thing with processors, where new product iterations tout better performance through speed. There are many architectural and manufacturing factors that influence a processor's performance, but the notion of speed offers something tangible, something that everyone can understand. However, it seems that the days of speed may be coming to an end. The technical problems encountered at today's highest chip frequencies are forcing chipmakers to rethink the role of clock speed and its impact on processor performance. Dr. Marc Tremblay, Sun fellow, vice president, and chief architect of Sun Microsystems' Scaleable Systems Group, says that the industry must refocus on numerous other enhancements that will carry processors through this decade.

Physical Realities

The days when chipmakers leapfrogged each other with ever-faster products are clearly on the wane. Tremblay says, "From 1993, when Intel introduced their first Pentium processor at a frequency of 66MHz, through 2002, when Intel topped the 3GHz mark with the Pentium 4 processor, processor frequency increased at an annual rate of about 50% a year. That was a phenomenal run, and if Intel had been able to sustain that rate of improvement, we'd be seeing their first 10GHz processors in 2005. But they couldn't, and now Intel has said they won't be able to reach 4GHz in 2005."

The problems, say Tremblay, are simply heat and light. As transistors switch faster, they dissipate more heat and use more power. This makes proper cooling a serious issue. "That seems to be the problem that's keeping Intel from breaking through the 4GHz barrier next year: It's not that their transistors don't work at that speed but rather that the chips simply get too hot when they do," notes Tremblay. "One of the big advantages of asynchronous design is its ability to reduce heat generation, since not only does asynchronous design eliminate the power needed to drive clock signals around the chip but also transistors only operate when they actually have useful work to perform."

The picosecond timing of today's fast processors also presents problems as signals approach the speed of light. "In a picosecond, even light in a vacuum is virtually stationary. It only moves about 3/10 of a millimeter [slightly over 1/100 of an inch]. Signals on a chip move maybe half that distance, which means moving information around on a chip that measures, say, 15mm to 20mm on a side becomes a bigger and bigger challenge as frequencies move from a few gigahertz towards 10GHz or more." In spite of the challenges, however, Tremblay does see gradual speed improvements into the future. "I think it's reasonable to suppose frequencies will continue to go up gradually, by maybe 5% to 10% a year, but not at anything like the old rate of 50% a year again."

Ultimately, software must catch up to the hardware, and other OSes, such as Windows and Linux, are only now embracing a limited number of threads.

Beyond Speed

Cache is one avenue that is frequently exploited for added performance, though increasing the size of today's large caches will not yield radical results. Tremblay explains that the industry has already passed a point of diminishing returns on cache size. "I think most people would agree that we passed the 'knee' of this curve some time back. For example, if you double a 3MB cache to a 6MB cache, the second 3MB of cache buys relatively little performance compared to the first 3MB of cache."

The data bus is another area of improvement: Moving from 32-bit to 64-bit architecture not only supports twice the data bandwidth, it also allows for significantly more addressable memory space. Tremblay says that 64-bit processors are quickly becoming the standard in servers (elevated partly by the success of AMD's Opteron processor). Now that Intel is committing to upgrading its product line to 64-bits, he expects 64-bit processors to sweep into end-user systems very soon. "Judging by how quickly the earlier transition from 16-bit to 32-bit processors evolved, my guess is that the time remaining to 32-bit processors in the systems market is not that long. Probably as soon as 2007, virtually every new system will ship with a 64-bit processor inside. Vendors simply won't bother making 32-bit systems anymore because nobody purchasing a new system will be willing to consider buying anything but a 64-bit machine." Tremblay does not foresee the data bus growing again anytime soon. "As for the need to shift again sometime in the future to 128-bit processors, I doubt we need to worry about that transition for another 50 years or so."

Spinning The Threads

The biggest prize, notes Tremblay, is the move toward multiple threads in the processor. The push for single-thread performance improvements will certainly not end, but the pace of advancement will proceed far more slowly that it has in the past 20 years. Sun coined the term CMT (Chip Multithreading) in 2003, and Intel's Hyper-Threading technology brings a second thread to its Pentium 4 line. With the emergence of dual-core processor technology, a processor product can soon handle up to four threads simultaneously.

Tremblay notes that Sun's upcoming Niagara and Rock processors are tailored for CMT for servers, taking advantage of the Solaris OS and applications already providing broad support for a large number of threads. "When Sun redesigned SunOS as Solaris back in the early 1990s, we took the entire operating system apart and rebuilt it from the ground up around the notion of threads. So Solaris is designed specifically to provide extraordinary support for highly threaded applications, with the ability to handle not just hundreds but literally thousands of threads in parallel. As a consequence of this change in Solaris, applications written to run on Solaris for the past decade have been able to take advantage of threaded performance models."

Ultimately, software must catch up to the hardware, and other OSes, such as Windows and Linux, are only now embracing a limited number of threads. Tremblay says, "Indeed, apart from Solaris, the major OSes for x86 processors don't support more than eight or maybe 16 threads of parallel execution, and most of the applications are still single threaded in terms of how they execute." He continues, "Admittedly, that is likely to change over time, as more multicore and multithread processors are developed for the x86 market, but the change will be gradual."

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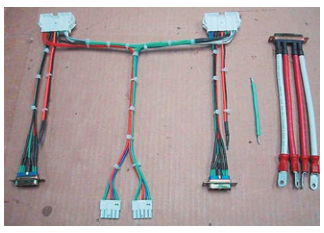
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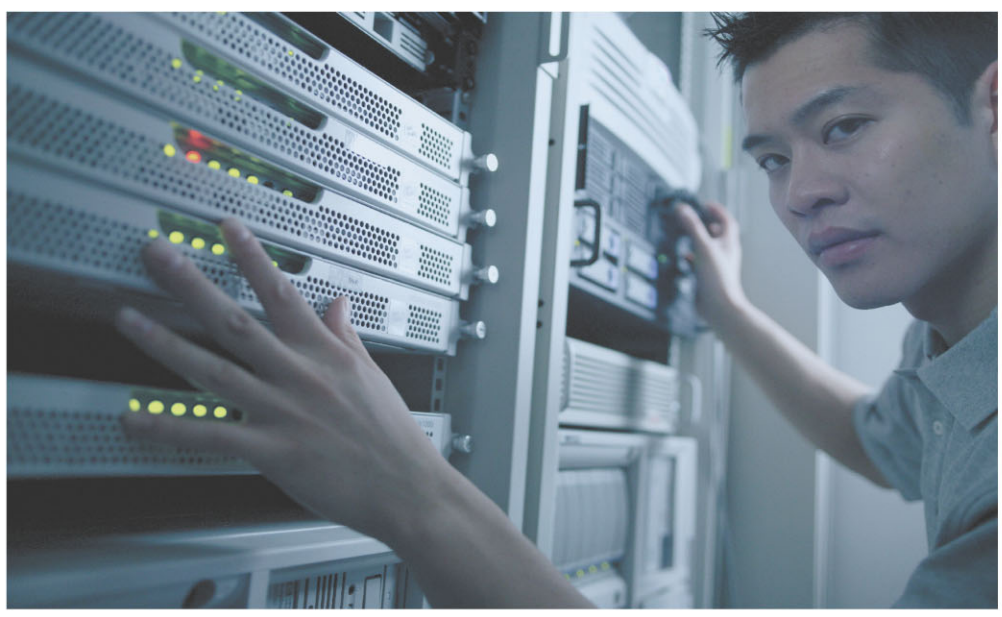
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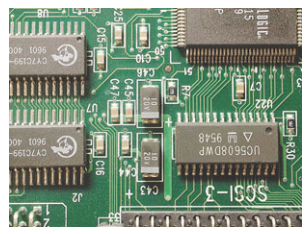
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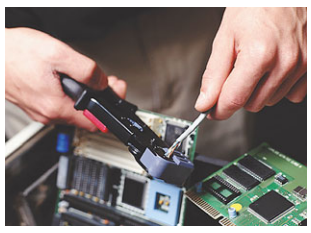


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Security Architecture Services
Virtual Booth 3829 • Virtual Product 1625

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Data Backup Services
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Online Backup Services
Virtual Booth 3948 • Virtual Product 1857

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Fiber Channel Cables
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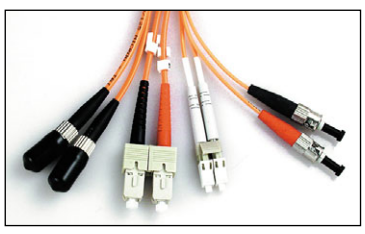


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Fiber Optic Cables
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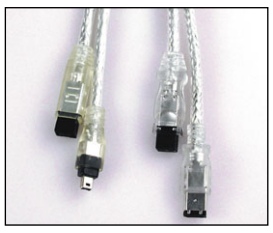
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Media Converters

Virtual Booth 3821 • Virtual Product 1617



Matching cable types is simple and affordable with Pure Networking Media Converters

- Economical devices that enable you to connect different types of media without adding to your repeater count
- Completely transparent to the network
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Media Converter

Virtual Booth 3795 • Virtual Product 1563



Media Converter ME51 Series
10/100BaseT(X) to 100BaseFX Fiber Converter

Moxa Media Converter is a standalone physical layer device that converts between 10/100Base-T(X) and 100Base-FX segments of the same network. Supports Link Fault Pass Through. Fiber connection's half/full duplex mode is DIP Switch selectable.

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Selectable Media Converter

Virtual Booth 4116 • Virtual Product 2089



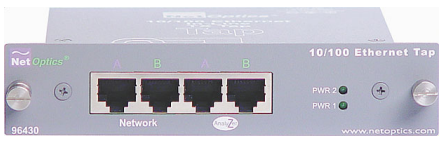
"Double Duty" 10/100TX-100FX Media Converter

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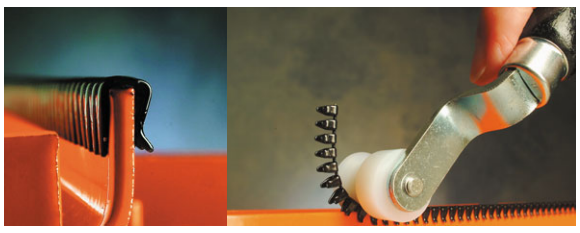
10/100BaseT Tap
Virtual Booth 3893 • Virtual Product 1759



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Fiber Management Systems
Virtual Booth 3827 • Virtual Product 1622



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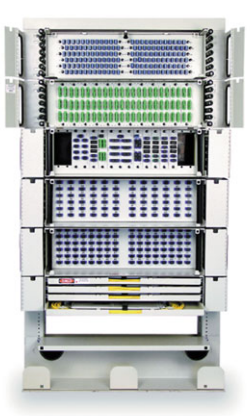
Fiber Routing System
Virtual Booth 3928 • Virtual Product 1812



- FiberRunner Routing System
- Fastest Installations - QuikLock couplers and brackets reduce system installation time dramatically
- Easy to Maintain - provide access to cable without removing any covers or compromising cable security
- Strong and Versatile - available in 12x4, 6x4, 4x4 and 2x2 sizes; compliant with Telcordia GR-63-CORE NEBS

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Fiber Distribution Systems
Virtual Booth 4054 • Virtual Product 1999



APA Cables & Networks' (APACN) F23 Fiber Distribution System (FDS) is engineered for broadband and enterprise connectivity applications. The FDS consists of termination and splice panels, frames and accessories. The FDS is designed to reduce risk of post installation damage, lower maintenance cost and enhance system life. The F23 144 port fiber panel offers the highest port density in the smallest footprint available.

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Vertical Cable Management
Virtual Booth 3928 • Virtual Product 1811

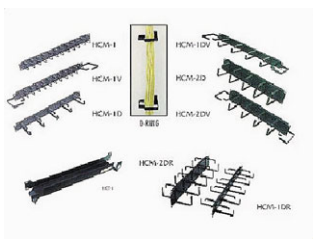


PatchRunner Cable Management

- Designed to manage high-density network cabling while minimizing floor space requirements
- Eliminates the need for horizontal cable managers when used with *PANDUIT* angled patch panels
- Cable management fingers with integral bend radius control align with rack spaces to support cables as they transition into the vertical pathway

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Horizontal Cable Mgmt.
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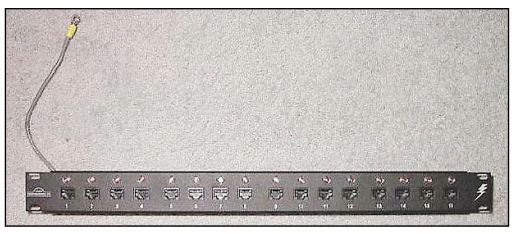
Managed Patch Panels
Virtual Booth 3928 • Virtual Product 1813



The PanView system, through its innovative use of scanners, enabled patch panels, reliable patch cords and software, provides real-time monitoring of physical layer connectivity. This system provides networks with greater reliability, improved security, better efficiency and greater savings.

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Surge Protected Patch Panel
Virtual Booth 4040 • Virtual Product 1979



- Protects all Cat.5 & 6 ports up thru full duplex Ethernet
- Protects all 8 signals / wires per port up to 550Mhz
- 16-ports across w/single-point grounding (1U rack space)
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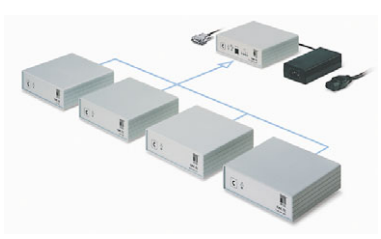
UPS Environment Sensor
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- Remotely monitors temperature & humidity
- Remote supervision via browser or SNMP-based NMS
- 2 contacts for door open, genset start up or other user-defined parameters
- Alarm thresholds set through SNMP/Web interface; notify email/SMS/pager
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Rack Monitor System
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Mission Critical Monitoring
Virtual Booth 3896 • Virtual Product 1765



- Avoid downtime caused by physical/environmental factors
- Real time monitoring of critical equipment status
- Full set of of pre-intergrated sensors and accessories
- Up to 104 inputs or up to 34 relay outputs
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Environmental Sensor Hub
Virtual Booth 3146 • Virtual Product 0582



Network Enabled Environmental Monitor

Features:
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- Full SNMP Capabilities
- Graphing
- Requires No Software
- Sends SNMP Traps to 4 Destinations
- Full Password Protection
- Fully Compliant with all Operating Systems

$295 w/ Temperature
$395 w/ Temp & Humidity

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We also have larger devices with more sensor capabilities available.

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Fax: (512) 328-1844
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EMAIL: sales@uptimedevices.com

Water Leak Detection
Virtual Booth 3896 • Virtual Product 1764



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- Monitor up to 5000 feet and pinpoint leak location
- Dries quickly, easy to install
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SeaHawk RLE Technologies What's Going On...

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Environmental Monitoring
Virtual Booth 3899 • Virtual Product 1769



Sensaphone IMS-4000
Comprehensive Remote Site Monitoring
Monitor critical environmental conditions such as temperature, humidity, smoke, sound level, motion, water, intrusion, and power outages with the IMS-4000 host and node. Each host and node unit supports up to eight environmental sensors.

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Virtual Booth 4115 • Virtual Product 2189

$249

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Sensatronics IP-based environmental monitors and partners of Network Management Software help protect your business assets by providing early alerts of out-of-range environmental conditions. Our devices provide for:

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- Power Control
- Detecting Water Leaks
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SensaTronics ENVIRONMENTAL SENSING

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Toll Free: (800) 633-1033
WEB SITE: www.monitor-temp.com

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Phone: (603) 224-0167
EMAIL: monitor@sensatronics.com

Fire Suppression System
Virtual Booth 4086 • Virtual Product 2049



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Phone: (715) 735-7411
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EMAIL: ansul.info@tycoint.com

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Virtual Booth 4095 • Virtual Product 2058

ECARO 25



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ECARO-25™, utilizing HFC-125 (DuPont™ FE-25™) as the fire-extinguishing agent, is the best, most cost-effective clean agent fire protection system available. ECARO-25 is perfect for NEW clean agent fire suppression applications, as well as for Halon replacement projects. This highly effective fire suppression system is safe for people, assets and the environment.

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Fax: (816) 228-9277
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EMAIL: fpssales@fike.com

Floor Lifter and Bracket
Virtual Booth 3832 • Virtual Product 1627



Every Data Clean **Floor Lifter** features premium quality rubber suction cups to provide a strong, safe grip on even the heaviest floor tiles. Rugged cast-aluminum handles provide strength without excess weight.
Data Bracket. The enameled heavy-gauge steel mounting plate is equipped with a durable, universal bracket to hold the Data Clean Floor Lifter.

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Fax: (847) 296-6870
WEB SITE: www.dataclean.com
EMAIL: sales@dataclean.com

Floor Grommet
Virtual Booth 3832 • Virtual Product 1628



The more technology you pack in, the harder it is to keep cool, and hotspots quickly turn into trouble spots. And those uncovered cable openings in the floor dumping pressurized plenum air into the room instead of into your equipment racks aren't helping matters one bit. Seal them up with koldlok raised floor grommets and keep your critical cold air circulating where it belongs.

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Static Dissipative Mats
Virtual Booth 3992 • Virtual Product 1928



ESD (ElectroStatic Discharge) is one of the most common causes of electronic malfunctions and can cause serious damage to expensive electronic equipment. Protect these investments with ESD mats designed to drain spontaneous static discharge from workers before it disrupts sensitive equipment.

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Portable Air Conditioner
Virtual Booth 3731 • Virtual Product 1437



- Control server room temp
- Offers flexibility at low cost
- Protects electrical equip.
- Designed for continuous use
- Solutions for all applications
- Up to 2 tons in 115 volts
- 1 to 10 tons of capacity
- Air and water-cooled systems
- Split air-cooled systems
- 32 different models
- Easy installation

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Portable Air Conditioner
Virtual Booth 2180 • Virtual Product 1638



The **PA4000** is a portable and compact air conditioner designed for localized cooling in small areas. It can be deployed quickly & easily, providing up to 4kW of air conditioning, without the need for an expensive installation. The **PA4000** complements APC's line of innovative cooling solutions for corporate data centers, small to medium businesses, access providers and small office & home office users.

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Data Center Air Conditioning
Virtual Booth 3952 • Virtual Product 1858



Data Aire provides a full range of computer room air conditioning products including floor, ceiling, and wall mounted units ranging from 1 to 50 tons. A cut away of the Data Aire series unit shown here is the ideal choice for your computer room. This line comes in either DX (6 to 30-ton) or Chilled Water (7 to 50-ton). **Let Data Aire be your choice in process and precision cooling.**

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Cable ID System
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$9.95 / bag



AAA Cable Markers - The Professional Solution
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Virtual Booth 3387 • Virtual Product 872



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- Tamper Evident Security Labels
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- Choice of two materials(Destructable Vinyl and White VOID)
- Four stock sizes available. (Two for each material)
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Power Tower XL Dual Power
Virtual Booth 931 • Virtual Product 1072



- Dual power feeds in one enclosure
- Group outlet control for up to 4 power circuits
- Remote reboot via IP
- Secure HTML GUI, SNMP, RS-232 access 120/208 VAC 15, 20 & 30-Amp models
- True RMS Input Current Monitoring
- Power-up Sequencing

Server Technology, Inc.

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Reno, NV 89511
Phone: (775) 284-2000
Fax: (7752842065
WEB SITE: www.servertech.com
EMAIL: sales@servertech.com

Power Tower XL Zero U
Virtual Booth 931 • Virtual Product 1071



- Remote Reboot via IP
- Secure HTML GUI, SNMP, RS-232 access
- 120/208 VAC 15, 20 & 30-Amp models
- True RMS Input Current Monitoring
- Power-up Sequencing
- Link to a second tower for group outlet control

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Sentry Commander PT40
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- Remote Power Management & Pass-Through Console Port Access
- 4 Pass-Through ports for console management of serial devices
- 4 power outlet receptacles
- Secure in-band or out-of-band communications
- Field-Replaceable internal Global Secure Modem

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INTL Power Controllers
Virtual Booth 3473 • Virtual Product 1349



TPC 2365 Series
- 0U or 1U mounted
- Auto-Voltage operation for 120V - or 240V -, or 20A input - 16A voltage
- (12) IEC60320 outlets
- Over-current protection
- EMI/RFI filtering, surge suppression

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Prevent Data Loss
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- Monitor current consumption of EACH outlet
- Schedule shutdown periods
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- Communicate in two ways: TCP/IP or RS-232
- SNMP management
- Login/password security

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Zero U PDU w / Monitoring
Virtual Booth 2144 • Virtual Product 780



24 RECEPTACLE REMOTE POWER MONITORING & DISTRIBUTION

- Current, Voltage, Power, and Temp Monitoring
- LCD Screen Display
- RS232 Interface 120/208VAC 10,20,30A Models
- Power Distribution and Monitoring In One Unit

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Power Control & Monitoring
Virtual Booth 2144 • Virtual Product 778



8 RECEPTACLE POWER CONTROL AND MONITORING

- Current, Voltage, Power, and Temp Monitoring
- LCD Screen Displays Power Monitoring Information
- RS232 interface, 120/208VAC 10,20,30A Models
- Turn On, Off, or Reboot any or All Receptacles

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Isobar® Surge Suppressor
Virtual Booth 3710 • Virtual Product 1331



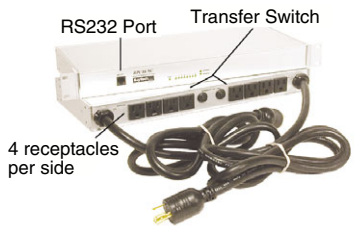
Model: ISOBAR12ULTRA

Premium protection against surges, spikes and line noise
- 12 outlets
- All-metal housing
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Trans Switch w/Pwr Control
Virtual Booth 2144 • Virtual Product 779



8 RECEPTACLE POWER CONTROL / MONITORING WITH TRANSFER SWITCH

- Current, Voltage, Power, and Temp Monitoring
- Automatic Transfer Switch
- RS232 or Network Interface 120/208VAC 10, 20, 30A Models
- Turn On, Off, or Reboot any or All Receptacles

BayTech

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Bay St. Louis, MS 39520
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Fax: (228) 467-4551
WEB SITE: www.baytech.net
EMAIL: sales@baytech.net

Fail-Safe Transfer Switch
Virtual Booth 931 • Virtual Product 1074



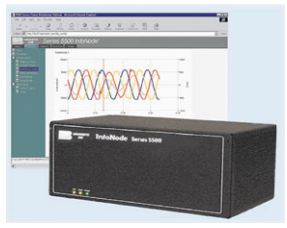
- Provide redundant power to single-power supply servers
- Auto-switches to a secondary power source if the primary becomes unavailable
- Universal voltage: 120V or 208-240V
- Primary select switch to designate the primary & secondary power feeds
- LED lights indicate which power source is in use

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Power Quality Monitoring
Virtual Booth 4178 • Virtual Product 2188

Signature System™



The Signature System™ is an integrated, web-browser based platform that allows users to remotely--and in real time--monitor their power systems. A modular power quality and energy management tool, the Signature System is successfully used by data centers, mission critical facilities, and banking/financial institutions around the world. Ask for our free white paper/case study.

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Line-Interactive UPS
Virtual Booth 3634 • Virtual Product 1180



- PRO-E Series: 500, 700, 1100 & 1500 VA models
- Built-in double-boost and single-buck AVR (Automatic Voltage Regulator) function for AC sags and AC surges
- Independent Battery Bypass™ allows AC operation when batteries are weak or dead
- Includes MINUTEMAN SentryII™ software
- 3-year warranty including batteries

MINUTEMAN® UPS

1455 LeMay Drive Carrollton, TX 75007
Phone: (800) 238-7272 **Fax: (972) 446-9011**
WEB SITE: www.minutemanups.com/prc EMAIL: sales@minutemanups.com

Double Line-Interactive UPS
Virtual Booth 3634 • Virtual Product 1182



Enterprise Series UPS
- 500, 750, 1100, 1500, 2300 and 3200 VA Models
- True sinewave / Double-line-interactive (AVR)
- Universal design for rack mount, wallmount or tower
- Scalable, unlimited runtime with external battery packs
- SNMP-capable for easy, Web-based remote power mgt.
- 3-year warranty including batteries

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Line-Interactive UPS
Virtual Booth 2784 • Virtual Product 1214



Full Protection for Internet computers & advanced servers
- Fully digitized microprocessor-UPS is controlled by a CPU
- Automatic Voltage Regulator (AVR)
- Smart RS-232 communication port
- Hot-swappable battery by users
- Schedule shutdown & reboot
- Available VA Capacity: 1K/1.5K/2.2K/3K VA

DCM POWERCOM
Complete Power Solution

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3U Rack/Tower UPS System
Virtual Booth 3710 • Virtual Product 1329



Model: SMART5000RT3U

Provide uninterruptible 120-208V power to servers, networking and telecom equipment during blackouts, brownouts and other power problems
- 5000VA power capacity
- Pure sine wave output in battery backup mode
- 14 outlets (10 15-amp, 2 20-amp and 2 twist-lock 30-amp)

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Online True Sinewave UPS
Virtual Booth 3634 • Virtual Product 1190



MCP-E Series UPS
- Rack or tower: 700, 1000, 2000, and 3000 VA models; Tower only: 5000 and 7000 VA models
- Advanced Digital Signal Processor (DSP)
- Online design with true sinewave output
- Extended runtime with external battery packs
- 3-year warranty including batteries

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LCD Online UPS
Virtual Booth 2784 • Virtual Product 1215



Multifunction double conversion LCD Online UPS - VGD1500
- Pure sinewave output with less than 3% THD
- Multiple language LCD display
- Load segmentation receptacles controllable
- Support USB communicator
- Wide input voltage range
- Available VA Capacity:1K/1.5K/2K/3K VA

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Online UPS 700VA - 3200VA
Virtual Booth 3804 • Virtua Product 1582



- Double-conversion UPS for Servers, VoIP, SANs
- 2U rack or tower installation
- Digital Quality Power maximizes performance for high-density apps
- Power Management software suite included
- Automatic bypass adds redundancy; simplifies maintenance
- Hot-swap internal batteries and extended battery or fuel cell options for multihour backup times

MGE UPS SYSTEMS

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EMAIL: sales@mgeups.com

Enterprise 3-Phase UPS
Virtual Booth 3804 • Virtual Product 1581



- 555kVA to 800kVA - Compact footprint, high density
- Web server-on-a-chip technology for instant monitoring
- Generator friendly - eliminates compatibility problems
- Fault tolerance allows UPS to withstand shorts
- Precise voltage regulation limits voltage transients
- Less than 4% THD on output for distortion-free sinewave
- High operating efficiency cuts operating costs

MGE UPS SYSTEMS

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Offline UPS
Virtual Booth 2784 • Virtual Product 1216



Protect your PC, external storage drives & monitor with battery backup. Keep modems, printers & phone systems safe.
- Fully digitized microprocessor-UPS is controlled by a CPU
- Extra outlets & LED display
- Short circuit, overload, lightning & surge protection
- Advanced battery management (ABM)
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"InfraStruXure™ is perfect protection for our high power density blade servers."

Cliff Rittel, Director of IT - **ADCS, Inc.**

With its modular, scalable and open building blocks, it's no wonder InfraStruXure's rack-based architecture is winning over editors and end-users alike – especially as blade servers and server consolidation cause power densities to skyrocket.

If you're not already dealing with such high power densities, the chances are you will be soon. An on-demand architecture for NCPI*, InfraStruXure™ includes power, cooling, racks and physical structure, security and fire protection, cabling, and the management and servicing of these elements. It is specifically designed to meet ever-changing IT requirements through scalable, modular and standardized components.

For high density applications, the InfraStruXure High Density Configuration is a patent-pending hot aisle containment system that cools up to 20kW in a single enclosure.

Flexible enough to be moved or changed without system reconfiguration, the InfraStruXure High Density Configuration can also be scaled to meet changing needs and future expansion. This makes it a perfect solution for converted spaces, as well as high-density areas.

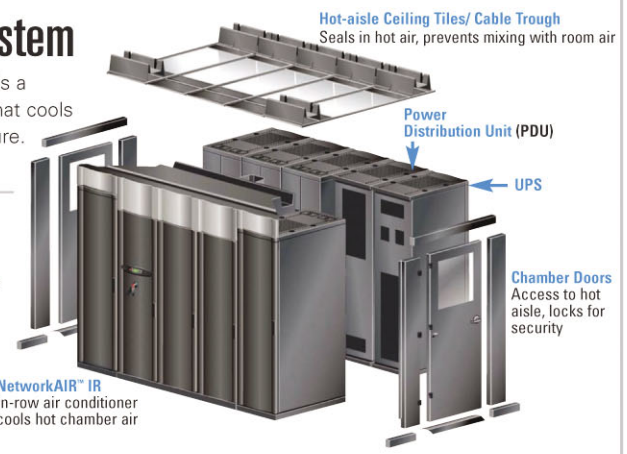
InfraStruXure™

POWER RACK COOLING

On-demand architecture for network-critical physical infrastructure

Introducing InfraStruXure™ Hot-aisle Containment System

The InfraStruXure™ High Density Configuration is a patent-pending hot-aisle containment system that cools up to 20kW of blade servers in a single enclosure.



The InfraStruXure Hot-aisle Containment System is ideal for:

- **Existing Data Centers with Limited Capacities**
- **Server Consolidation Projects**
- **Rack Storage Systems**
- **Disaster Recovery Sites**
- **Blade Server Rollouts**
- **Converted Spaces**

See it LIVE and hear from your peers why InfraStruXure™ will work for you!

Register today for a presentation and tour of a working data center using InfraStruXure®

Free dinner to follow presentation.

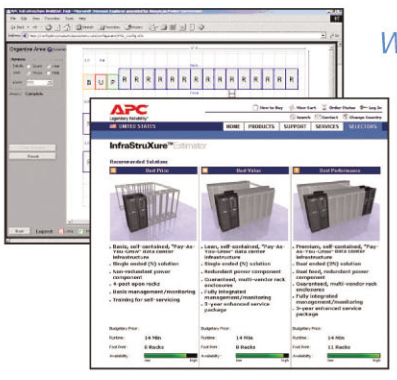
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*Attendance strictly limited to IT professionals via pre-registration only.

"More computing power, but with more heat... presents a serious problem for companies unprepared to meet the cooling demands of a data center... APC plays the hero with a three-component environmental system."

Oliver Rist, Senior Contributing Editor; Brian Chee, Industry Expert
***InfoWorld**, 3/12/2004*



The InfraStruXure™ Build-Out Tool lets you design and specify InfraStruXure solutions using a Web-based configurator.

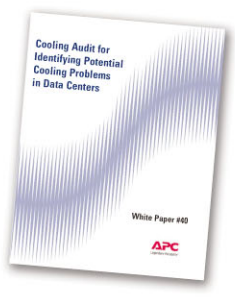
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To learn more about InfraStruXure, call 1-888-ISX-2990 today or visit us at *www.apc.com*.

* Network-critical Physical Infrastructure (NCPI) is the foundation upon which IT and telecommunication networks reside.

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Standby UPS
Virtual Booth 3923 • Virtual Product 1802



Available Models
POF-400US, POF-600US

For Workstation, Peripherals, POS, Alarm & Phone Systems
- Microprocessor conrolled with EMI/RFI noise filter
- 3 Battery powered outlets and 3 surge protected outlets
- USB connectivity, Software CD & USB cable included
- Surge protection for phone/ modem/ fax modular combo
- 5 LEDs/6 functions: using battery, A/C bypass, overload, check battery, equipment wiring fault, & surge protection

TriPro UPS Systems

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Battery Monitoring System
Virtual Booth 3981 • Virtual Product 1905



BTECH's S5 Series Battery Monitoring & Validation System has been designed specifically for your UPS battery cabinet. Our patented and proven impedance measurement technology finds bad batteries well before they pose a risk to your critical systems. Plus, with battery sensing harnesses predesigned & tested for your specific cabinet, installation time is cut in half while increasing system reliability.

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Server Cabinet
Virtual Booth 353 • Virtual Product 196



- Support Complete Solution
- 11U - 42U H, 23" - 40" D
- Ships within 2 Days
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- All models come with:
  - Tempered plexiglass front door
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  - 3 fans
  - Castors
  - Leveling feet
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A New "Patent Pending" Rack Design
Assemble Any Size Rack Using 3 STOCK parts
Choose any width, depth & height of dual-tapped E.I.A. rack rail from 1 of 43 sizes in 1-3/4" rack unit increments. Ships in 3 small cartons. Build all kinds of neat stuff!
43 RU x 30" Server Rack

Casters, Drawers, Shelves
Keyboard / Mouse Table
optional

43RUx30" Deep
$264.85

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Phone: (800) 822-STAR (7827)
Fax: (219) 922-4442
WEB SITE: www.starcase.com/rack.htm
EMAIL: info@starcase.com

Rugged Server Cabinet
Virtual Booth 3821 • Virtual Product 1616



Big, Rugged cabinets for today's larger servers

- **Elite II** Server Cabinet
- 42" Deep (84"H x 24"W)
- 1800 lbs. Weight capacity
- Includes built-in cable management
- Retractable anti-tip legs provide stability
- Includes three pairs of adjustable M6 rails
- FREE 24/7 hotline technical support

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EMAIL: info@blackbox.com

LCD Arms
Virtual Booth 2972 • Virtual Product 1343



- Multi-directional adjustments for optimal viewing
- Gas-Strut & Ball-Joint System
- Supports LCD panels up to 25 lbs
- Desk or Wall Mount
- Strong die-cast aluminum construction
- Excellent Quality, Performance, Value

Connect-Tek

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Fax: (718) 729-3972
WEB SITE: www.connect-tek.com
EMAIL: sales@connect-tek.com

Fireproof Modular Vaults
Virtual Booth 3902 • Virtual Product 1772

These vaults are used for protecting information assets, which are stored as vital records and require the highest possible level of environmental protection.
Typical uses for the **Media Rated Vault** include optical disks, digital tape and floppy disks, which include corporate records, tax records, financial documents, LAN back-ups or shadowing of the file servers via electronic vaulting.
Typical uses for the **Magnetic Media** and **Computer Room Vault** include corporate or data processing libraries, media jukebox and silos. Any large archive of optical disk, digital tape or other magnetic media, which include information vital to the business continuity of the organization should consider this alternative. **Firelock can design any failsafe vault to meet your needs.**

FIRELOCK Fireproof Modular Vaults

7 Tedway Avenue
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WEB SITE: www.firelock.com

Kutztown, PA 19530
Fax: (610) 756-4134
EMAIL: sales@firelock.com

Laptop Security
Virtual Booth 3854 • Virtual Product 1653



- The **Benji** can be bolted down to a desk, podium or cart or affixed with a cable.
- When locked in the closed position, the laptop cannot be opened and accessed.
- Most laptop thefts are internal thefts. When locked in the open position, the laptop cannot be concealed and will not get past the security cameras.

COMPUCAGE
A HIGHER LEVEL OF SECURITY

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EMAIL: sales@compucage.com

Server/Tower Protection
Virtual Booth 3568 • Virtual Product 1096



- **Industrial Computer Enclosure**
- Protect your valuable equipment from dirt and dust
- Includes a fan and exchangeable filter system to keep dirt out of your hardware
- Locking doors
- Protect from water, theft, dirt, I/O damage, software tampering

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Fax: (303) 980-5740
WEB SITE: www.bytebox.com
EMAIL:bytebox@bytebox.com

Scalable Managed Rack
Virtual Booth 3943 • Virtual Product 1836



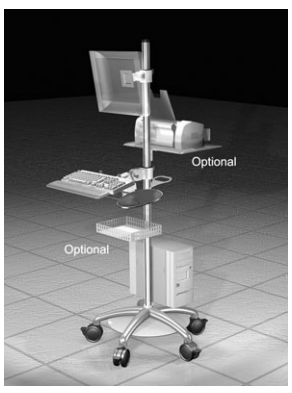
- Centralization of disparate management tools by delivering a single IP address to each rack with scalability of 1 to 42 ports per rack
- Active Directory integration
- Vertical PDU, Patch Panel and Centerline Backplane architecture delivers remote management, power & connectivity to each individual rack unit
- RCI Cable Harness System provides for network and storage connectivity

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WEB SITE: www.synaptixrack.com

Tukwila, WA 98188
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Mobile Workstation Cart 69"H
Virtual Booth 4106 • Virtual Product 2076

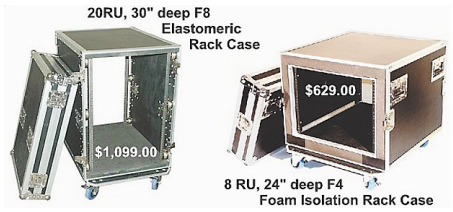


- Uniquely designed for 4-sided mounting on Post
- Flat Panel LCD-KB/Mouse tray easily adjustable
- LCD Mount - Tilts & Swivels in all directions
- CPU Holder - adjustable from 4-8"
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- Cart Base with 4" Casters - 3 Lockable and 2 Non-Lockable

hergo TECHNICAL WORKSPACE SOLUTIONS

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Rackmount Shipping Cases
Virtual Booth 3488 • Virtual Product 1743



- Shock Isolation Rack Cases (elastomeric style F8 or foam isolation style F4) Provide the Ultimate Protection
- Heights Ranging from 4RU to 43RU- stock and custom sizes
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- Swivel & Locking Casters

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Media Storage / Transport
Virtual Booth 4111 • Virtual Product 2082



- Molded with exclusive Perm-A-Store H.D.P.E. to assist in the dissipation of g-force impact without foam
- Water Resistant
- Molded dividers cradle each cartridge
- Double walls help reduce thermal shock
- Exclusive impact resistant contours
- Lockable

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Thermal Mgmt. Solution
Virtual Booth 4029 • Virtual Product 1968



Max-IT™, a scalable enclosure combines Kool-IT™ thermal management technology with high density cable and power management. Variable speed fans adjust automatically to maintain temperature set point. Dual power ensures n+1 redundancy of cabinet fans and alarms. Max-IT's "sidecar" moves cable & power "outside the box" to give you a more flexible solution for your data center.

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Virtual Trade Show at Processor.com



Look for the **Virtual Booth (VB####)** or **Virtual Product (VP####)** numbers throughout this publication.

PROCESSOR

16 Port Console Server
Virtual Booth 3608 • Virtual Product 1152



$995
SCS160

8 port - 48 port models available
- Full Distribution Linux (not embedded)
- Open SSH, OpenLDAP, NIS, Radius, TACACS+
- SSH direct to port/IP option
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- Sun "Solaris Ready"
- **Dual Power, Dual NIC models available**

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Mission-Critical Server
Virtual Booth 3608 • Virtual Product 1156



32 Port Sentinel32 / Secure Console Server
- Dual "hot-swappable" Power Supplies
- "Hot-swappable" Interfaces
- Full Distribution Linux (not embedded)
- OpenSSH, OpenLDAP, NIS, Radius, TACACS+
- Sun "Solaris Ready"
- **Available with 100BaseFX Network Connectivity**

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EMAIL: sales@thinklogical.com

Secure Console Access
Virtual Booth 1829 • Virtual Product 1895



The Equinox console manager, available in 8, 16, and 48-ports, provides secure in-band and out-of-band connections to console ports of servers and serially managed devices. Important features include:
SSH v2/Telnet host, strong authentication, offline buffering, SUN break safe, and point and click access to serial consoles, KVM and power. Call for a 30-day evaluation.

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EMAIL: sales@equinox.com

Fiber Switch
Virtual Booth 4117 • Virtual Product 2090



Four auto-negotiating 10/100 ports & one 100Base-FX port with a choice of multi-mode, single-mode, ST, SC, MTRJ, LC or simplex connections. This small footprint layer 2 switch is priced lower than most media converters yet offers the benefit of the extra ports. Easy wall or DIN Rail mount a 12 VDC external power supply is included and it's backed by a 15-year warranty. Made in the USA.

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Fax: (510) 659-8296
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EMAIL: marketing@ethercom.com

Internet Caching Appliance
Virtual Booth 4145 • Virtual Product 2121



Avantis ContentCache™

ContentCache is a plug-and-play Internet caching appliance that is very easy to install and use.

This high performance proxy server is powered by Microsoft Internet Security and Acceleration (ISA) Server. It is a smart Web caching appliance that is installed on a network to speed up access to Web content.

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Fax: (914) 944-0717
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EMAIL: infohome@kintronics.com

Web Caching Appliance
Virtual Booth 4159 • Virtual Product 2142



The **Tsunami** Web Caching Appliance offers security, reliability, and flexibility by leveraging the power of Open Source Software. Combining a tightly integrated hardware platform with an easy-to-use GUI and proven software components, the Tsunami is an affordable and powerful caching solution for ISPs, small business, enterprise and education environments.

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Remote Data Acceleration
Virtual Booth 3691 • Virtual Product 1271



Global File Sharing
BlueArc's RDA cache servers allow remote offices to share data across the enterprise without any latency penalty, through asynchronous updating, rapid data streaming and storage caching over IP. Users at remote sites can access information stored at the data center at rates expected from a local file or database server.

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WEB SITE: www.bluearc.com EMAIL: sales@bluearc.com

WAN File Services Appliance
Virtual Booth 3911 • Virtual Product 1782



Tacit Networks' multi-protocol, multi-platform Wide Area File Services solution supercharges the WAN to provide:
- Real-Time, Read/Write Remote Office File Collaboration
- Storage and Server Consolidation
- Remote Office Data Protection

Tacit Networks leverages existing file storage, security & IT infrastructure to convert the WAN into a unified, global LAN.

TACIT Networks

4081G Hadley Road
South Plainfield, NJ 07080
Phone: (908) 757-9950
Fax: (908) 845-0370
WEB SITE: www.tacitnetworks.com
EMAIL: info@tacitnetworks.com

WAP Gateway
Virtual Booth 4088 • Virtual Product 2051

The **WAP Gateway** acts as a bridge between the Internet world and the mobile world and offers services such as end-user authentication, encoding of WML pages, and WML script compiling. WAP uses the underlying Web structure to render more efficient communication between content providers and mobile devices. The wireless protocol employs Wireless Markup Language (WML) for application contents instead of Hypertext Markup Language (HTML).
An important feature of WAP is the support of telephony service integrated with microbrowsing of data. aveAccess WAP Gateway acts as a proxy between the wireless network and the Internet while encoding WAP data into byte code to conserve bandwidth.

Atinav

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Phone: (732) 412-3000
Fax: (732) 412-2145
WEB SITE: www.atinav.com
EMAIL: info@atinav.com

Performance Mgmt
Virtual Booth 4172 • Virtual Product 2178



The VIEO appliance manages performance of Microsoft Web and Citrix application infrastructures, unifying visibility and control in a single intuitive interface. In Web environments it measures application service levels in real time, diagnoses problems, and automates changes required for business certainty. For Citrix environments, it enables proactive problem diagnosis before users call the help desk and automatically provisions servers to meet business demands.

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Phone: (866) 999-VIEO (8436)
Fax: (512) 257-3101
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EMAIL: sales@vieo.com

DNS-To-IP Gateway
Virtual Booth 3892 • Virtual Product 1758



The XC-DPG602 is an authoritative DNS to IP gateway that resolves a domain name to its respective IP addresses. This new capability allows for outbound & *inbound loadbalancing* and failover for servers located behind the gateway
2 x 10/100 WAN Ports • 4-Port 10/100 Switch
5 yr. warranty • FREE Tech Support
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Link Control and Protection
Virtual Booth 3874 • Virtual Product 1711



LinkProof
Radware connectivity solutions enable uninterrupted and cost-effective communications from central headquarters to remote branch offices. Radware ensures full link availability, security and optimized utilization for all connections accelerating distributed application performance while cutting connectivity costs end-to-end.

radware

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EMAIL: info@radware.com

Intelligent Traffic Manager
Virtual Booth 3847 • Virtual Product 1640



Internet Service Management Device

ISMD is a comprehensive network traffic management system that features multi-homing load balancing, Application-layer traffic shaping, P2P traffic filtering and worm-scan detection and blocking. Your ROI guaranteed in less than one year.

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Fax: (631) 467-4597
WEB SITE: www.rether.com
EMAIL: rni@rether.com

Traffic Monitoring Solution
Virtual Booth 4002 • Virtual Product 1948



Allot Communications' traffic management solutions ensure peak performance for high-priority business applications, throttle/block low-priority network traffic (such as P2P), optimize bandwidth utilization based on priorities and provide frontline protection against network aware viruses and DoS attacks. Allot offers a broad portfolio of award-winning LAN- and WAN-based traffic management solutions with inherent scalability and throughput from 2Mbps to 1Gbps.

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The Traffic Management Company™

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Cat5 100 BASE-T A/B Switch



Model 4421 100 BASE-T A/B Switch, with RJ45 A, B, and COMMON ports, provides Cat5 performance. Internal circuitry insures isolation between the A and B devices/networks. Password-protected RS232 serial security enhanced Supervisory Remote Port is included. GUI software is available for computers running Windows 95/98/NT/Me/2000/XP. Provides quick network backup.

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EMAIL: sales@electrostandards.com

Managed Media Converter
Virtual Booth 3936 • Virtual Product 1825



- Managed/unmanaged standalone or chassis based mdls
- 100Mbps, 10/100Mbps, 10/100/1000Mbps on Ethernet
- Optical type/range: Multimode (850 nm)-2Km, 5Km. Single Mode (1310 nm/1550 nm)-25Km, 40Km, 60Km, 100Km
- User selectable straight or cross-over cabling
- User selectable half or full duplex operation
- Optional link-loss-fwding, self-diagnosis, remote loop back

VERSA Technology, Inc.

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Phone: (909) 591-8891
Fax: (909) 591-6962
WEB SITE: www.versatek.com
EMAIL: sales@versatek.com

Serial Device Server
Virtual Booth 3795 • Virtual Product 1562



World's Leading LCM Display Serial Device Servers
The NPort 5400 Series provides a convenient and transparent way to connect serial devices to an Ethernet, with basic configuration all that's needed to network your existing serial devices.
- Easy-to-use LCM interface for IP address configuration
- Auto-detecting 10/100 Mbps Ethernet

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WEB SITE: www.MoxaUSA.com

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Fax: (714) 528-6778
EMAIL: info@MoxaUSA.com

Wireless Device Server
Virtual Booth 2887 • Virtual Product 1865



WiBox
- Wirelessly connects remote devices to the network
- Allows network mobility for untethered communication
- Industry standard 802.11b wireless interface
- Transparent communications- no need to develop special software
- 2 DB9 DTE serial ports supporting RS-232, RS-422, RS-485 communication
- Compact size enables it to fit almost anywhere

LANTRONIX®

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Fax: (949) 453-3995
WEB SITE: www.lantronix.com
EMAIL: sales@lantronix.com

Bluetooth® Serial Adapter
Virtual Booth 4003 • Virtual Product 1949

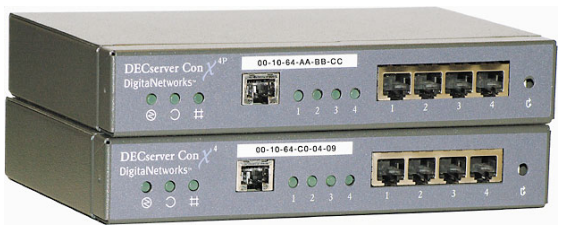


Wavespeed™/S Bluetooth serial adapters offer a standalone solution for wireless RS-232 serial cable replacement. Two radio versions available for distances up to 10 meters or 100 meters. Instantly increase user mobility in mission-critical applications such as mobile computing, medical and retail/POS.

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Fax: (952) 912-4952
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Serial Device Access Server
Virtual Booth 4152 • Virtual Product 2127



- 10/100Mbps LAN connectivity
- Power Options: AC or 802.3af Power over Ethernet (PoE Injector included)
- Connect to RS232, RS424, and RS423 serial devices via TCP/IP and LAT
- Wide array of authentication features, multiple telnet sessions, and multi-protocol support

DigitalNetworks

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WEB SITE: www.digitalnetworks.net

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Fax: (603) 216-0778
EMAIL: sales@digitalnetworks.net

MDU Access Concentrator
Virtual Booth 3936 • Virtual Product 1824



- Supports 8/24-Port ADSL II+ Multi-service line cards with built in splitters & 8-port DMT VDSL 4 band line cards with built-in splitters
- Supports 14-port 10/100Mbps Fast Ethernet line cards
- Supports 4-pair fiber optic media converters line cards
- Full system management line cards
- Optional redundant power supply

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Deep Packet Inspection is Obsolete.

Single packet inspection firewalls can't protect your network from attacks like Code Red, MyDoom, and Bagel that are concealed within a stream of packets.

Only Total Stream Protection™ from CyberGuard enforces security across the entire data stream. All layers - all the time.

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VDSL Secure Routing Switch
Virtual Booth 4163 • Virtual Product 2148



• LRE Technology enables 10Mbps data transfer over 1.2km
• VLAN and Flow Control
• Established network utilizing existing phone lines (RJ-11)
• Ability to configure the Switch remotely through Telnet
• Simple Network Management Protocol (SnMP) feature
• Rack Mountable
• VDSL 12-Port Switch: $1020; CPE site Modems: $70

GigaFast

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Fax: (626) 964-2690
WEB SITE: www.gigafast.com
EMAIL: jacob.holker@gigafast.com

DMZ Management
Virtual Booth 3969 • Virtual Product 1885

WAN Software Monitor for NetView/OpenView
ePROBE is Tavve's secure WAN monitor, a cost-effective solution for solving DMZ and distributed network management troubles.

ePROBE is a combined hardware and software solution for distributing network monitoring capabilities to remote networks, such as DMZs (firewall protected network).

ePROBE is an intelligent network appliance that provides root cause analysis, performance reporting, mapping, and trap forwarding on all monitored devices.

Don't overspend on multiple resources, when ePROBE gives you a total WAN monitoring solution in one easy-to-add package.

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Network Management
Virtual Booth 4067 • Virtual Product 2025



AIremote delivers intelligence and control from your remote network. It provides a flexible, scalable means of managing and monitoring your remote locations. This temperature-hardened device gives you diverse I/O to connect to virtually any device, on-board scripting environment for data adaptation, integrated networking capabilities and secure, flexible WAN connectivity.

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Enterprise Switches
Virtual Booth 3749 • Virtual Product 1486



• Predictable performance through patented three CPU design delivers best-in-class resiliency and security
• Deliver non-blocking, line-rate forwarding with access control lists (ACLs) & QoS across all line cards
• Three flexible chassis-based systems to match your capacity and cost needs

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WEB SITE: www.force10networks.com

Wire-Speed Access Router
Virtual Booth 3635 • Virtual Product 1184



Solutions for your "greater than T1" bandwidth problem
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• HSR products support 1 to 2 T3s
• Standards-based solution for multilink Frame Relay/PPP

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EMAIL: sales@verilink.com

FatPipe Multi Path VPN
Virtual Booth 3563 • Virtual Product 1921

FAT Pipe



Router Clustering Device for VPN Infrastructures

• Increases security of IP data stream transmission up to nine times with Fat Pipe's MPSec™
• Provides the highest level of redundancy & reliability of VPN infrastructures
• Aggregates any combination of T3, E3, T1, E1, DSL, ISDN and/or wireless connections, with speeds up to 135Mbps

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Plainfield, IL 60544
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Fax: (815) 436-0241
WEB SITE: www.inter-connect-inc.com
EMAIL: sales@inter-connect-inc.com

Secure Remote Access
Virtual Booth 3723 • Virtual Product 1446



The **Secure Remote Access Appliance** is powered by Funk Software's Steel Belted Radius® software & provides secure remote and wireless access to corporate networks. The appliance supports all major network equipment providers (VPNs, firewalls, routers, access points) and two-factor authentication servers (like RSA's ACE/Server™).

networkengines

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Network Identity Appliance
Virtual Booth 3775 • Virtual Product 1539



Identity™- Take Control of Your Network
- Control where users, wired or wireless, can go on your network
- Identity management at the network layer
- Compliance: Sarbanes-Oxley, CA 1386, GLB, HIPAA
- Stop hackers BEFORE they connect to your critical customer or financial data

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Identity-Driven Access
Virtual Booth 3813 • Virtual Product 1603



Caymas Systems enables organizations to control access, and control their business with the world's first Identity-Driven Access Gateways. Caymas solutions integrate third generation remote access, ultra secure extranets and wire speed internal access control, allowing enterprises, government agencies, and institutions to extend information assets to employees, customers, and partners.

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EMAIL: sales@caymas.com

Password Repository
Virtual Booth 3659 • Virtual Product 1221



The **Password Auto Repository™**, with auto password generation and change capabilities, is the answer to securing your administrative passwords, saving time and money. This security operations tool gives administrators the ability to control, administer, and change passwords securely and efficiently, while logging a fully auditable trail. **For a Free Demo CD, please email us.**

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501 Silverside Road, Suite 143
Wilmington, DE 19809
Phone: (302) 791-9370
Fax: (302) 793-4985
WEB SITE: www.e-dmzsecurity.com
EMAIL: par-info@e-dmzsecurity.com

RADIUS Network Appliance
Virtual Booth 3933 • Virtual Product 1819



- Hardened appliance design for secure RADIUS/AAA delivery
- User administration via intuitive web GUI
- Quick installation and easy upgrades
- Interoperable out of the box with wide variety of devices and data stores
- Simplifies 802.1x for port authentication and wireless
- Helps secure firewalls and VPNs with role-based security

Infoblox

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Sunnyvale, CA 94089
Phone: (408) 716-4300
Fax: (408) 716-4400
WEB SITE: www.infoblox.com
EMAIL: info@inforblox.com

HID Secure Access System
Virtual Booth 3796 • Virtual Product 1568



The HID Secure Access System allows organizations with existing HID Prox Card II badges to automatically control access to workstations and computer networks running the Windows 2000® or XP® operating systems. The HID Secure Access System secures your computers without relying on employees remembering to shutdown, lock-up, or apply username/password policies.

AccessDenied SYSTEMS

11880 Dorsett
Maryland Heights, MO 63043-2516
Phone: (314) 344-9997
Fax: (314) 344-8560
WEB SITE:www.accessdeniedsystems.com
EMAIL: sigf@accessdeniedsystems.com

Bio Proximity Security
Virtual Booth 3796 • Virtual Product 1567



The Proximity Security System will completely secure your system. Each authorized user is assigned an RF badge, which is coded. When an authorized user is within the proximity of the computer, the user is allowed access to the system. When he or she leaves the specified proximity, the computer goes into sleep mode, a screen saver is displayed, and the keyboard is deactivated.

AccessDenied SYSTEMS

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Maryland Heights, MO 63043-2516
Phone: (314) 344-9997
Fax: (314) 344-8560
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EMAIL: sidf@accessdeniedsystems.com

Transaction Monitoring
Virtual Booth 3781 • Virtual Product 1544



Detect Fraud, Misuse and Errors

Oversight Technologies™ provides real-time monitoring of automated financial systems to detect, prevent and deter financial loss by identifying fraud, misuse and errors.
- Extend IT security to business transaction
- Monitor controls for Sarbanes-Oxley compliance
- Deliver a real security ROI

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Atlanta, GA 30308
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Fax: (404) 385-6092
WEB SITE: www.oversighttech.com
EMAIL: info@oversighttech.com

Network Scanning Appliance
Virtual Booth 3898 • Virtual Product 1768



The **SAINTbox™** is the network vulnerability scanning appliance that provides an easy and affordable turnkey solution to evaluate your network's security and identify any existing security vulnerabilities. This product's superior features include plug and play standup, automatic updating, customizable scanning, 6 preconfigured reports, and session management features.

SAINT®

4720 Montgomery Lane, Suite 800
Bethesda, MD 20814
Phone: (800) 596-2006
Fax: (301) 656-4806
WEB SITE: www.saintcorporation.com
EMAIL: sales@saintcorporation.com

Vulnerability Management
Virtual Booth 4123 • Virtual Product 2095



nCircle is the leading provider of enterprise-class vulnerability management solutions. Global enterprises in the financial services, insurance, government, manufacturing and services industries rely on nCircle to protect their business-critical networks. nCircle's flagship product, the **IP360 Vulnerability Management System**, enables enterprises to find and eliminate vulnerabilities before they can be exploited.

nCircle Proactive Network Security

101 Second St, Ste 400
San Francisco, CA 94105
Phone: (888) 464-2900
Fax: (415) 625-5982
WEB SITE: www.ncircle.com
EMAIL: sales@ncircle.com

Outbreak Prevention
Virtual Booth 3682 • Virtual Product 1246



Deadly viruses & worms are now attacking at the transport level. Combat these evolving threats with Trend Micro™ Network VirusWall™, the first & only appliance designed to prevent outbreaks at the network layer. Detect, quarantine & eliminate threats as they occur. Assisted by our award-winning Enterprise Protection Strategy & security experts, you'll quickly contain viruses & worms & maintain productivity.

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Cupertino, CA 95014
Phone: (408) 257-1500
Fax: (408) 257-2003
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EMAIL: info@trendmicro.com

Database Security
Virtual Booth 3764 • Virtual Product 1530



SQL Guard™ tracks every SQL stream communicating with a database, providing invaluable information about the who, how, what & when of activity between users & relational databases. This approach provides security & auditing professionals with the unmatched, actionable knowledge and information needed to efficiently deal with the task of protecting the enteprise's business data.

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EMAIL: info@guardium.com

Barracuda Spam Firewall
Virtual Booth 3715 • Virtual Product 1341



Reclaim Your Email
- Affordable enterprise-class spam & virus protection
- Support for 1,000 - 25,000 active email users
- Available in four models: Firewall 200, 300, 400, 600
- No per-user licensing fees
- 10 defense layers including fingerprinting, virus scanning and Bayesian analysis

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Fax: (408) 342-1061
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EMAIL: sales@barracudanetworks.com

Antispam Appliance
Virtual Booth 3811 • Virtual Product 1594



trimMail Inbox intercepts spam, viruses and other dangerous or objectionable content before it can gobble up your bandwidth or trash your email servers and end users. Includes Server/Domain/User-level quarantine and control of blacklists, whitelists and spam scores. Easy to set up and manage. Durable high-performance 24/7 with low power consumption. No additional licenses required.

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Phone: (800) 432-8638
Fax: (563) 355-4055
WEB SITE: www.trimmail.com
EMAIL: sales@trimmail.com

Antispam Appliance
Virtual Booth 3861 • Virtual Product 1678



The only solution to the spam problem. Period!
- Patented Sender Authentication stops 100% of spam
- No filters • No quarantine folders • No false positives
- Enterprise-class network appliance
- Support for 50-50,000+ active users
- Seamlessly integrates with ActiveDirectory/LDAP
- Virtually no maintenance required • Set it & Forget it

sendio Send SPAM Home.

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Phone: (949) 743-9510 ext.2
WEB SITE: www.sendio.com
EMAIL: nospam@sendio.com

Data Management Appliance
Virtual Booth 3723 • Virtual Product 1406



The Data Management Appliance (DMA) for Microsoft® Exchange Server, powered by CommVault® Systems, is an appliance solution that manages, protects and controls Microsoft Exchange environments and brings features of award-winning CommVault Galaxy and Data Migrator applications to the small and medium enterprise.

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Fax: (781) 770-2000
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EMAIL: sales@networkengines.com

MS Exchange® Firewall
Virtual Booth 3723 • Virtual Product 1411



Firewall for Microsoft Exchange® Server, an application-layer firewall, provides secure remote access for Outlook® users. Using the state-of-the-art firewall capabilities of MS Internet Security & Acceleration (ISA) Server, the appliance delivers maximum protection for MS Exchange Server & ease of installation and maintenance.

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Anti-Worm Appliance
Virtual Booth 4134 • Virtual Product 2108



WormScout
WormScout, enterprise network security appliance, is the only worm containment product for your internal network that is customer validated and independently lab verified to stop both known and zero-day worms:
- 100% accuracy
- Automatic protection
- Low TCO

ForeScout

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Phone: (408) 213-3191
Fax: (408) 213-2283
WEB SITE: www.forescout.com
EMAIL: sales@forescout.com

Communication Appliance
Virtual Booth 452 • Virtual Product 2103

Model: NAR-5100



- 1U 800MHz Intel® Pentium® 4 communication appliance rack mount sever
- 2 front accessible 64-bit Gigabit Ethernet ports and 8 Fast Ethernet ports
- Embedded Cavium Crypto SSL / IPsec capable
- Applications: security accelerator, IPsec appliance, SSL appliance, Multi-segment management appliance

American Portwell Technology

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Fax: (510) 790-9191
WEB SITE: www.portwell.com
EMAIL: info@mail.portwell.com

Internet Content Filtering
Virtual Booth 3918 • Virtual Product 1791



NetSpective WebFilter

NetSpective WebFilter lets corporate managers prevent employees from accessing URLs that contain content the company finds objectionable.
- Supports all network environments
- Plug & Play simplicity
- HTTP, P2P, and IM blocking
- 50 URL categories

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EMAIL: sales@nwtechusa.com

XML Security Gateway
Virtual Booth 3825 • Virtual Product 1619



The **XS40 XML Security Gateway** is a 1U (1.75" thick) rack-mountable network device purpose built by some of the world's top XML experts to secure XML and Web Services transactions. The XS40 delivers the most comprehensive set of functions, including: XML Encryption, XML SOAP firewall filtering, XML digital signatures, XML schema validation, SSL and XML access control.

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EMAIL: info@datapower.com

Sensitive Content Protection
Virtual Booth 3903 • Virtual Product 1773



Content Alarm™ is a security appliance that continually monitors all outgoing network traffic, leveraging patent-pending technology, accurately determining if trade secrets, source code or other intellectual property is being transmitted outside of the network.

Go to Tablus.com for more information!

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Internal Network Security
Virtual Booth 3890 • Virtual Product 1753



Mi40 Inverted Firewall Appliance
Stop attacks that bypass your perimeter security. The Mirage Networks Inverted Firewall is the first network security appliance designed to stop rapidly propagating threats on internal networks. The self-contained, out-of-band appliance detects and automatically contains worms and other malicious traffic without the need to deploy agents, update signatures, or rearchitect your network.

mirage networks

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Fax: (512) 874-7806
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EMAIL: sales@miragenetworks.com

Proxy Appliance
Virtual Booth 3751 • Virtual Product 1517



The **ProxySG 800** provides total visibility and control over all Web communications. Based on a custom object-based OS, this leading proxy appliance delivers granular policy enforcement with wire speed performance for:
- Content Filtering • Instant Messaging Control
- Bandwidth Management • Web Virus Scanning
- P2P Control • Web Proxy • Content Security

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Internet Filtering Appliance
Virtual Booth 4087 • Virtual Product 2050



- Fast, scalable and easy to install
- Filters Web and blocks P2P and Instant Messaging
- Pass-by filtering and not a point-of-failure
- Customizable Profiles and Categories
- Remote and Multilevel Administration
- Offers 78+ categories with automatic updates
- Extensive reporting using the 8e6 Enterprise Reporter

8e6 Technologies

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Application Usage & Auditing
Virtual Booth 4173 • Virtual Product 2172



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EMAIL: sales@covelight.com

Firewall / VPN Appliance
Virtual Booth 3636 • Virtual Product 1186



GB-1500
SME Corporate Firewall / VPN Appliance

- 4 Fully Configurable NICs
- Unrestricted Users
- Hardware VPN Acceleration
- Certified by ISCA to meet 4.0 Corporate Standards

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EMAIL: info@gta.com

Firewall / VPN Appliance
Virtual Booth 3650 • Virtual Product 1205



KS1500 Firewall / VPN - 1.5Gbps throughput
- Up to 1.2 million simultaneous connections
- Single processor appliance
- Up to (18) 10/100 Ethernet ports
- First firewall appliance to earn Common Criteria EAL4
- Firewall/VPN Checkmark
- Designed to meet B1 level TCSEC/NCSC criteria

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EMAIL: sales@cyberguard.com

OEM Security Platform
Virtual Booth 3414 • Virtual Product 1245



- The FW100V is suitable for VPN, SSL/TLS, Firewalls, IDS, Load Balancers & all types of Network Applications
- An on-board low-power VIA Eden 400MHz CPU
- On-board 64MB of SDRAM
- Four 10/100Mbps Ethernet ports
- Also has RS-232 console ports, two USB ports and a CompactFlash socket

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Fax: (626) 581-3552
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EMAIL: sales@axiomtek.com

Zero-Day DDoS Protection
Virtual Booth 3851 • Virtual Product 1649



- Rate-based flood protection for networked systems
- Continuous Learning, Adaptive Threshold Estimation
- Full 10/100/1000 Line Rate ASICs
- Self-configuring installation
- Microfine Granularity™
- Source Tracking to identify culprits
- Full bidirectional control

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EMAIL: info@intruguarddevices.com

Security Solution
Virtual Booth 4102 • Virtual Product 2072

The **Mazu Enforcer** is designed to detect, characterize, and mitigate traffic-based network attacks with speed and precision. The Mazu Enforcer is a perimeter appliance that watches for network congestion that is caused by traffic-based threats, such as denial-of-service attacks. When the Mazu Enforcer detects an attack, it uses advanced heuristics to quickly identify the individual packets that are causing the problem. It can then filter out the attack traffic while minimizing the impact on legitimate traffic. The Enforcer also can dynamically adapt its filtering behavior as an attack progresses.

Special Features
- Regain and retain control during attacks
- Maintain full availability of network resources
- Customize and configure the deployment to meet the specific requirements of their environments

Mazu™ NETWORKS

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Fax: (617) 354-9272
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EMAIL: sales@mazunetworks.com

Intrusion Prevention System
Virtual Booth 3640 • Virtual Product 1197



UnityOne 2400 - Top Rated IPS - NSS Gold
- Application Protection - Layer 2-7 protection for clients and servers against internal and external attacks
- Infrastructure Protection - Protect routers, firewalls, etc. from cyberattacks
- Performance Protection - Eliminate or throttle rogue apps to optimize network performance and bandwidth

TippingPoint

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EMAIL: info@tippingpoint.com

Intrusion Prevention System
Virtual Booth 3637 • Virtual Product 1189

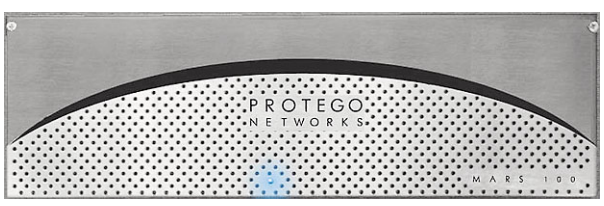


Intrusion SecureNet Intrusion Prevention & Detection
- Safeguard your data center from unauthorized access
- Stop malicious activity before it effects uptime
- From 10Mbps up to Gigabit performance
- Centrally managed for low TCO
- Detects 3,000 attacks and anomalies
- Available as hardware appliance or software application

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EMAIL: sales@intrusion.com

Network Security System
Virtual Booth 3849 • Virtual Product 1648



MARS is a security management console combining network intelligence with security information to enable unrivaled speed & accuracy of incident identification & analysis
- Detect and mitigate attacks
- Capacity of more than 1,000,000,000 events/day
- Real-time reporting and forensics
- Scalable centralized security logging

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Intrusion Prevention
Virtual Booth 3872 • Virtual Product 1709



Sentivist IPS Blocks Known & Unkown Malicious Attacks!
Powerful features stop network & application-level attacks, such as distributed DoS, back doors, hybrid threats such as MS Blaster, SQL Slammer, Nimda, Code Red & SQL injection, command tampering & polymorphic buffer overflows.
Trusted.....Powerful.....Easy to USE

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IDS Load Balancer
Virtual Booth 3624 • Virtual Product 1169



Balancer for IDS, Network Analyzers, Forensics Systems, and Rmon Probes

- Immediate ROI-increasing network monitoring coverage
- Reduces expenditure for network monitoring solutions
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Top Layer
perfecting the art of network security

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Antivirus Firewall
Virtual Booth 3709 • Virtual Product 1311



The FortiGate-800 Antivirus Firewall provides the performance, flexibility, and security necessary to protect today's most demanding large enterprise networks.
- Includes integrated firewall, content filtering, VPN, intrusion detection and prevention, and traffic shaping functions, making them the most cost effective, convenient, and powerful network protection solutions available.

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Managed Security Server
Virtual Booth 3770 • Virtual Product 1536



Ribcage© Managed Security Server

The Ribcage© Managed Security System (MSS) Server provides Firewall, Secure Virtual Provate Network (VPN), intrusion detection, and "on demand" system scanning. Combined with our 24 x 7 monitoring service, managed by our staff of cyber-Securtiy experts, you can increase your security while lowering your operational costs.

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3Gbps Application Security
Virtual Booth 3874 • Virtual Product 1710



DefensePro

Radware DefensePro secures all networked applications and users against viruses, malicious intrusions and denial of service at 3Gbps for immediate protection against attacks.

radware

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Security Appliance
Virtual Booth 3648 • Virtual Product 1203

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High Availability Security Appliance based on IBM Blade Server
- Best-of-Breed Security applications with N+1 failover: Check Point FW/VPN; ISS RealSecure; Trend Micro VirusWall; Many more...
- Server blades up to two Xeon P4 2.8GHz & 8GB memory
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Secure Content Management
Virtual Booth 3957 • Virtual Product 1871

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- Eliminate network abuse and misuse
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Virtual Booth 3584 • Virtual Product 2107



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Auditor 128™ is the world's first clientless quarantine system. Drives firewalls to control network access, while at the same time enabling IT Managers, Network Security Consultants, and Managed Security Service Providers (MSSPs) to harden networks and show best practices for regulatory compliance.

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VB 3682 Processor.com

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Deadly viruses and worms are now attacking at the transport level. Combat these evolving threats with Trend Micro™ Network VirusWall™ -- the first and only appliance designed to prevent outbreaks at the network layer. Detect, quarantine, and eliminate threats as they occur. Assisted by our award-winning Enterprise Security experts, you'll quickly contain viruses and worms and maintain productivity. Mission accomplished.

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Network Magazine PRODUCT OF THE YEAR 2003

PC MAGAZINE EDITORS' CHOICE — April 22, 2003, Trend Micro, Enterprise Protection Strategy, Trend Micro, Inc.

Network Computing EDITOR'S CHOICE

DEMOgod

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Encryption Appliance
Virtual Booth 3888 • Virtual Product 1751



SG1001 - Full Duplex Gigabit Network Encryption
- Extremely low latency
- AES and 3DES IPSec encryption
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- Plug-and-play simplicity
- FIPS 140-2 Level 2 validation
- Network security without complexity

CIPHEROPTICS

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Fax: (919) 233-9751
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EMAIL: info@cipheroptics.com

Encrypted Ethernet Tunnel
Virtual Booth 4176 • Virtual Product 2180



- Two Ethernet ports: 10BaseT, 10/100BaseT
- Two asynchronous serial RS232 ports
- Tunnels all Ethernet protocols, not just IP
- AES 128 bit encryption
- Remote PC appears to be on the local network
- AC and DC power supply options
- Supports both broadband and dial-up connections

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Phone: (800) 432-2638
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Remote Access Appliance
Virtual Booth 3894 • Virtual Product 1760



Celestix RAS3000 Remote Access Appliance
Dedicated high-performance appliance devoted to remote access. The appliance is inexpensive, high-performance, remotely manageable, and reliable. It is standards based with a familiar browser-based interface that enables enterprises to easily install, configure, and maintain remote access VPNs. Supports PPTP, L2TP/IPSec and SSL VPN.

celestix

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Fax: (510) 668-0710
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EMAIL: sales@us.celestix.com

e-Gap SSL VPN
Virtual Booth 3652 • Virtual Product 1207



e-Gap Remote Access has the most robust customization capabilities available from any SSL VPN vendor, making it the most appropriate solution for large enterprises. It can deliver applications like email, CRM & human resources, as well as network file shares, to locations such as a client sites, home offices, airport kiosks, even wireless devices -- anywhere employees can use a simple browser.

Whale Communications

One Parker Plaza, 400 Kelby St.
Fort Lee, NJ 07024
Phone: (201) 947-9177
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SSL-Based Remote Access
Virtual Booth 3719 • Virtual Product 1399



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VPN Appliances
Virtual Booth 4119 • Virtual Product 2092



The Aventail® EX family of Smart SSL VPN Appliances
- Clientless anywhere secure access to Web, client/server, and file shares
- Easy to administer, easy to use
- Unified policy management
- Industry-leading End Point Control
- Proven on an enterprise scale

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SSL Acceleration
Virtual Booth 3639 • Virtual Product 1201



$5,490

FREE Server Load Balancing Upgrade Plus:
- SecureMaster is a turnkey network appliance that performs as an SSL acceleration proxy
- 1,000 Transactions Per Second
- Use 1 SSL Certificate for up to 1,000 Servers
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Fax: (631) 980-3711
WEB SITE: www.kemptechnologies.com
EMAIL: info@kemptechnologies.com

SSL VPN Solution
Virtual Booth 4113 • Virtual Product 2086



AEP SureWare A-Gate
AEP SureWare A-Gate, a suite of SSL VPN appliances, provides a high functionality, low-cost SSL VPN solution for companies of all sizes that want to extend enterprise applications to employees, business partners and customers. All remote access users can have secure and authenticated access to internal applications and resources.

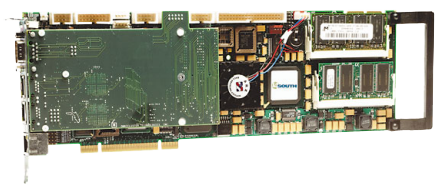
AEP systems

8601 Six Forks Road - Suite 400
Toll Free: (800) 383-7716
WEB SITE: www.aepsystems.com

Raleigh, NC 27615
Phone: (919) 882-2040
EMAIL: info@aepsystems.com

Security Appliance Card
Virtual Booth 3646 • Virtual Product 1202

Check Point
We Secure the Internet.



Protects Individual Servers
- Unique custom-designed card provides in-server security
- Operates in any server, on any operating system
- Has ZERO impact on server performance
- With Check Point VPN-1/FireWall-1 NG AI

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Boca Raton, FL 33433
Phone: (866) 414-7688
Fax: (561) 862-5102
WEB SITE: www.14south.com/proc.htm
EMAIL: sales@14south.com

QoS Access Router
Virtual Booth 3895 • Virtual Product 1762



Q2300 Ethernet QoS Access Router
- For Ethernet/DSL/cable services
- All-in-one device, combines an IP router, VPN, QoS, firewall and Ethernet switch
- Web GUI provides simple installation and graphical reports
- Prioritizes traffic for quality VoIP

KENTROX Quality Access

20010 Northwest Tanasbourne
Phone: (800) 733-5511
WEB SITE: www.kentrox.com/pro

Hillsboro, OR 97124
Fax: (503) 350-6897
EMAIL:info@kentrox.com

Wireless Cable/DSL Router
Virtual Booth 4044 • Virtual Product 1986



Model: WHR3-G54

- AOSS™ support - with AOSS button
- 125* High Speed Mode™ Technology
- Optimized LAN/WAN routing
- WPA (TKIP, AES) security
- Built-in SPI firewall
- Privacy Separator
- WDS support (Bridge/Repeater Mode)
- External 2.4GHz antenna
- Wireless Output Power Setting
- Dynamic Packet Filtering
- Built-in DHCP server
- Built-in 10/100 4-port switch
- NAT support

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4030 W. Braker LN, STE 120
Austin, TX 78759
Phone: (800) 456-9799
Fax: (512) 794-8520
WEB SITE: www.buffalotech.com
EMAIL: sales@buffalotech.com

Multiprotocol Router
Virtual Booth 3977 • Virtual Product 1898



Provides a unique platform for hosting multiprotocol routing services that increase SAN connectivity options and improve resource utilization. By integrating multiple services in a central platform, the SilkWorm helps provide a flexible foundation for implementing a utility computing infrastructure and efficient Information Lifecycle Management within a familiar Brocade SAN environment.

BROCADE

1745 Technology Drive
San Jose, CA 95110
Phone: (408) 333-8000
Fax: (408) 487-8101
WEB SITE: www.brocade.com
EMAIL: info@brocade.com

Disk Controller Module
Virtual Booth 3697 • Virtual Product 1279

STORM



- 8 independent 2Gbps (200 Mbps) fibre channels
- 2 high-speed microprocessors
- 5 high-speed internal buses
- RAID 0, 1, 0+1, 3, 5, JBOD
- Read-ahead, write-through, write-back caching configurable for each LUN, Cache Parameters configurable by LUN
- Pipelined read and write operations

CAEN ENGINEERING

2130 North Glassell Street
Orange, CA 92865
Phone: (866) 651-6036 Ext. 21
Fax: (714) 998-6366
WEB SITE: www.caeneng.com
EMAIL: dennis@caeneng.com

2Gbps Fibre Channel Switch
Virtual Booth 3780 • Virtual Product 1541

BROCADE



Brocade SilkWorm 3900 Enterprise Fabric Switch

- Modular, 32-port configuration
- 2 Gbps
- Auto sensing switch
- Scalability, manageability and high availability at an affordable price

SANDirect.com
A Division of Providence Technologies, Inc.

3101 Yorkmont Road, Suite 1200
Charlotte, NC 28208
Phone: (866) 463-3372
Fax: (704) 423-5742
WEB SITE: www.sandirect.com
EMAIL: sales@sandirect.com

Expandable FC Switch
Virtual Booth 3780 • Virtual Product 1542

McDATA



Sphereon™ 4500 Fabric Switch
The 24-port switch offers unprecedented connectivity on-demand with McDATA's exclusive FlexPort Technology. Minimize your initial SAN investment by **purchasing only the ports you need today, while having standby capacity for tomorrow**. Additional connectivity can be added quickly and non-disruptively.

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A Division of Providence Technologies, Inc.

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Charlotte, NC 28208
Phone: (866) 463-3372
Fax: (704) 423-5742
WEB SITE: www.sandirect.com
EMAIL: sales@sandirect.com

FC Stackable Switch
Virtual Booth 4049 • Virtual Product 1991

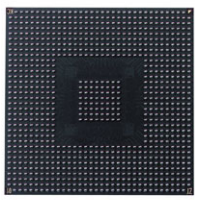


SANbox® 5200 Fibre Channel Stackable Switch
Get the scalability and performance of a chassis switch in an easy-to-manage, pay-as-you-grow solution. Sixteen 2Gb ports plus a four-pack of high-speed 10Gb ISL ports. Start with as few as 8 ports activated, then expand in 4-port software-keyed increments. Built-in config wizards, high interoperability and I/O StreamGuard for RSCN suppression help you build fabrics quickly and cost-effectively.

QLOGIC

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Aliso Viejo, CA 92656
Phone: (800) 662-4471
Fax: (949) 389-6009
WEB SITE: www.qlogic.com
EMAIL: sales@qlogic.com

Embedded Storage Switch
Virtual Booth 4142 • Virtual Product 2116

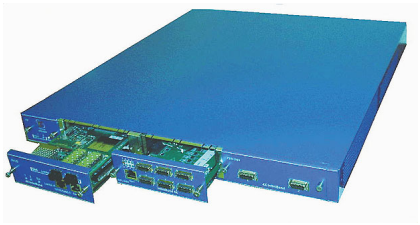


InSpeed™ SOC 422 Embedded Storage Switch
- 22-ports, 4, 2 or 1 Gb/s per port speeds
- Integrated Fibre Channel Controller
- Automatic Trunking
- Fairness & Prioritization eliminates "drive starvation"
- Advanced diagnostics, performance and monitoring
- Compatible with InSpeed Embedded Storage Switches

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We network storage

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Fax: (714) 241-0792
WEB SITE: www.emulex.com
EMAIL: info@emulex.com

InfiniBand Database Kit
Virtual Booth 3707 • Virtual Product 1299



Voltaire InfiniBand Database Kit enables IT managers to move their IBM DB2 or Oracle database applications from expensive high-end servers to low-cost commodity server clusters while maintaining superior application performance
- Voltaire ISR 6000 InfiniBand Switch Router
- Software
- 4X InfiniBand adapters & cables

VOLTAIRE

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Billerica, MA 01821
Phone: (800) 865-8247
Fax: (781) 276-1561
WEB SITE: www.voltaire.com
EMAIL: info@voltaire.com

InfiniBand Switch Router
Virtual Booth 3707 • Virtual Product 1298



The **Voltaire ISR 9024** is a high-performance, low-latency, fully non-blocking InfiniBand switch that is ideal for high-performance computing clusters & distributed databases.
- 1U form factor with 24 4X (10Gbps) InfiniBand ports
- Available bandwidth of 480Gbps
- High availability design
- Reduces TCO for clusters

VOLTAIRE

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Billerica, MA 01821
Phone: (800) 865-8247
Fax: (781) 276-1561
WEB SITE: www.voltaire.com
EMAIL: info@voltaire.com

InfiniBand Switch System
Virtual Booth 3735 • Virtual Product 1651

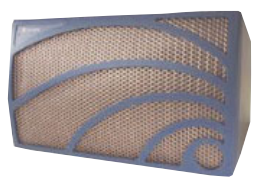


MTS2400 - 24-Port Modular InfiniBand Switch System
Industry-leading InfiniBand Switch systems are based on Mellanox InfiniScale & InfiniScale III switch silicon & offers support for both 10 & 30 Gbps ports in flexible configurations. Offers significant price performance advantages over Ethernet switches as well as other more expensive proprietary networks.

Mellanox Technologies

2900 Stender Way
Santa Clara, CA 95054
Phone: (408) 970-3400
Fax: (408) 970-3403
WEB SITE: www.mellanox.com
EMAIL: info@mellanox.com

Infiniband Switch
Virtual Booth 3848 • Virtual Product 1641



Topspin 270
Provides the industry's only InfiniBand switch designed to maximize reliability, availability, and serviceability. With fully redundant, hot-pluggable components and hitless failover, the Topspin 270 provides a director-class 96-port 4x or 32-port 12X switch for building scalable, highly available clusters.

TOPSPIN

515 Ellis Street
Phone: (866) 867-7746
WEB SITE: www.topspin.com

Mountain View, CA 94043
Fax: (650) 316-3272
EMAIL: info@topspin.com

SCSI-To-FC Router
Virtual Booth 3631 • Virtual Product 1173

IBM TotalStorage PROVEN™



ServerAttach 40 - Connect SCSI Servers to an FC SAN
- 2 to 4 Fibre Channel Ports
- 4 to 8 SCSI Buses (HVD or LVD/SE)
- Optional SCSI Cable Kits Available
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EMAIL: info@crossroads.com

Tape Library-To-FC Router
Virtual Booth 3631 • Virtual Product 1174



10000 Storage Router: SCSI Tape Library to FC SAN
- 2 to 8 Fibre Channel Ports
- 4 to 12 SCSI Buses (HVD or LVD/SE)
- Optional SCSI Cable Kits Available
- Serial and Ethernet Management Ports
- Redundant, Hot-swappable Power Supplies and Fans
- Supports Consolidation of SCSI & FC Storage

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Fax: (512) 349-0304
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Switched Computing
Virtual Booth 3848 • Virtual Product 1642



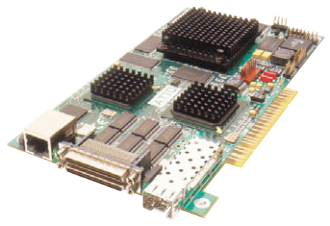
Topspin 360, the industry's first Switched Computing System, provides unprecedented levels of availability, scalability, and manageability for deploying server clusters and on-demand computing. Switch modules provide multiple terabits of internal bandwidth, and up to 12 expansion modules for Fibre Channel and Ethernet in a single enclosure, providing "pay-as-you grow" scalability.

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Phone: (866) 867-7746
WEB SITE: www.topspin.com

Mountain View, CA 94043
Fax: (650) 316-3272
EMAIL: info@topspin.com

FC-to-SCSI Bridge
Virtual Booth 3814 • Virtual Product 1659



The ATTO FibreBridge™ line of 1- and 2-Gigabit Fibre Channel-to-SCSI Bridges allows you to attach existing SCSI storage devices to a Fibre Channel SAN. With four easily integrated form factors, customers can match a product to their price/performance needs, leverage current IT investments, simplify storage management and save money.

ATTO Technology, Inc.

155 CrossPoint Parkway
Amherst, NY 14068
Phone: (716) 691-1999
Fax: (716) 691-9353
WEB SITE: www.attotech.com
EMAIL: sales@attotech.com

iSCSI-To-SCSI Bridge
Virtual Booth 3814 • Virtual Product 1663



ATTO iPBridge™ iSCSI-to-SCSI Bridge products allow users to attach a SCSI tape library SCSI disk array or magneto-optical (MO) storage systems to IP networks. This enables users to leverage their existing Ethernet network and increase storage utilization for a cost-effective networked storage solution. ATTO iPBridge products are available in three versatile form factors for ease of integration.

ATTO Technology, Inc.

155 CrossPoint Parkway
Amherst, NY 14068
Phone: (716) 691-1999
Fax: (716) 691-9353
WEB SITE: www.attotech.com
EMAIL: sales@attotech.com

Ultra320/HVD SCSI Cnvtr
Virtual Booth 3859 • Virtual Product 1674



- Convert Between All Versions of LVD/MSE/SE/HVD
- Extend LVD/MSE/SE/HVD Bus Length
- Isolate HVD Segments of a SCSI bus
- Standalone and Board-level Versions
- Targets & initiators located on both sides of expander
- Backward-compatible with older versions of SCSI
- Does not consume a SCSI ID

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San Diego, CA 92111
Phone: (866) 447-6292
Fax: (858) 560-8929
WEB SITE: www.paralan.com
EMAIL: scsi@paralan.com

ESCON® to Bus/Tag Converter
Virtual Booth 3827 • Virtual Product 1623



Optica Technologies 34600 FXBT Converter provides attachment of legacy bus/tag peripherals to an ESCON FX fiber optic channel directly or through an ESCON Director. The converter operates by converting the peripheral's electrical interface signals into light pulses for transmission to the fiber optic channel. Fully IBM 9034 compatible. *ESCON is a registered trademark of IBM Corporation.*

OPTICA Technologies Incorporated

700 Pleasant Valley Drive
Springboro, OH 45066-0848
Phone: (800) 953-4773
Fax: (937) 704-0101
WEB SITE: www.opticatech.com
EMAIL: sales@opticatech.com

SAN VPN Solution
Virtual Booth 4132 • Virtual Product 2106



NeoScale CryptoStor SAN VPN enables companies to securely run real-time storage applications (synchronous mirroring, SAN to SAN inter-connect) between sites in a Metropolitan Area Network. SAN VPN is the first appliance to provide wire-speed Fibre Channel link encryption and compression and order to secure SAN extension applications w/out any change to storage application or devices.

NeoScale systems

1655 McCarthy Blvd.
Milpitas, CA 95035
Phone: (408) 473-1300
Fax: (408) 473-1301
WEB SITE: www.neoscale.com
EMAIL: sales@neoscale.com

Industrial Ethernet Switch
Virtual Booth 3795 • Virtual Product 1564

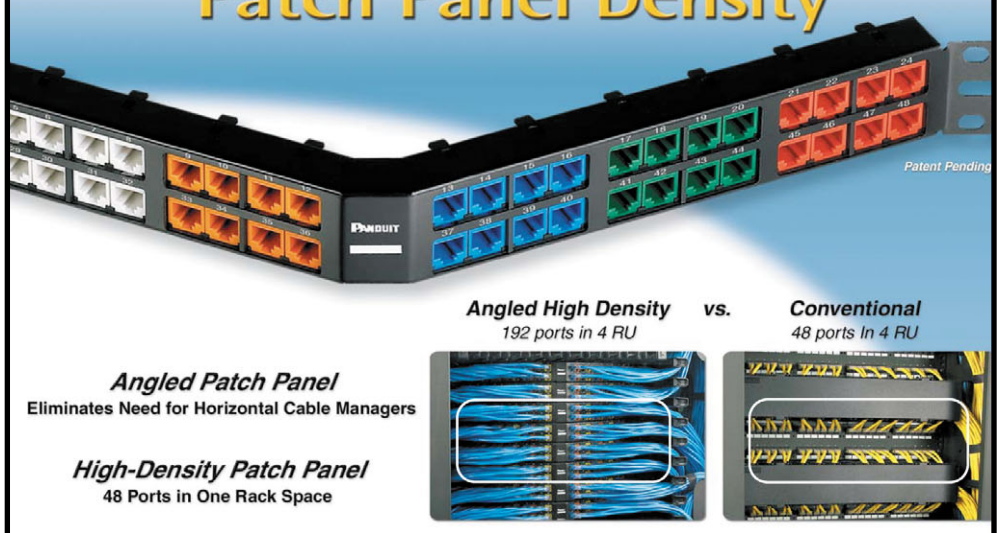


EtherDevice™ Switch EDS-508 Series
Industrial 8-Port Managed Redundant Ethernet Switch
- -40 to 75 degrees C Temperature
- Turbo ring with 300 ms fast recovery time
- Tagged VLAN supported for network security
- QoS Prioritization for determinism
- IG MP Snooping for multicast traffic filtering

MOXA

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Brea, CA 92821
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Fax: (714) 528-6778
WEB SITE: www.MoxaUSA.com
EMAIL: info@MoxaUSA.com

Quadruple Patch Panel Density



Angled High Density 192 ports in 4 RU **vs.** *Conventional* 48 ports In 4 RU

Angled Patch Panel
Eliminates Need for Horizontal Cable Managers

High-Density Patch Panel
48 Ports in One Rack Space

PANDUIT Angled Patch Panels manage high-density network applications in up to one-fourth the area of conventional cable management systems. Angled Patch Panels facilitate proper bend radius of each cable as it is routed directly into a vertical cable manager, eliminating the need for horizontal cable managers. *PANDUIT* offers angled solutions for all high-density installations:

- ***Mini-Com®* High Density Angled Modular Patch Panels** increase the density by featuring 48 ports in one rack space or 72 ports in two rack spaces
- ***DP6™ PLUS* and *DP5e™* Angled Patch Panels** feature punchdown style termination on the back of each panel for Category 6 and 5e performance
- ***Mini-Com®* Angled Flush Mount Modular Patch Panels** include rear mount faceplates, allowing the modules to be flush with the front of the patch panels
- ***Mini-Com® Ultimate ID™* Angled Modular Patch Panels** provide TIA/EIA-606-A compliant installations or customized labeling for specific applications

Mini-Com® Patch Panels accept all *Mini-Com®* Modules for copper, fiber and coax to facilitate future upgrades. *PANDUIT* offers a range of cable management products with integral bend radius control that, when used with angled patch panels, eliminate the need for horizontal cable managers. In combination, these products provide the user with the ultimate high-density cable management system.

***PANDUIT* is a Global Leader Providing Innovative Networking Solutions to Enable Technology.**

- ***Racks and Cable Management***
- ***Network Identification Systems***
- *Modular Twisted Pair and Fiber Optic Connectors*
- *Outlets*
- *Raceway Systems*
- *Fiber Routing Systems*
- *Physical Layer Management Systems*
- *Zone Cabling Systems*
- *Network Cable Ties and Accessories*
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Cisco Systems Service Provider Solution Partner

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Radware Application Security Solutions deliver 3Gbps Intrusion Prevention and Denial of Service Protection securing all connected applications against viruses, worms, DoS and SYN attacks; Radware Security Activation solutions optimize best-of-breed security tools including firewalls, IDSes, VPNs, antivirus, URL filtering and anti-spamming for fault-tolerant, high-performance and scalable security architecture management.



FireProof activates firewalls, VPNs and IDSes for fault tolerant, high performing and scalable best-of-breed security tools, eliminating the security/performance tradeoff

DefensePro secures all networked applications against viruses, malicious intrusions and Denial of Service at 3Gbps





Content Inspection Director (CID) provides fault tolerant, high throughput and scalable antivirus scanning, URL filtering and anti-spamming for complete content security

radware

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Contact Radware to enable end-to-end application availability, performance and security.
info@radware.com 888-234-5763

Enterprise Ethernet Switch
Virtual Booth 3789 • Virtual Product 1556



The IntraCore IC35160 Series is Asante's most powerful, flexible family of Layer 2 backbone, core and distribution level aggregation switches. Tailor an IntraCore switch with hardware and software to precisely match your network needs today and in the future. The IC35160-T contains 12 ports of 10/100/1000BaseT with 4 ports auto-selectable GBIC/1000BaseT copper.

Asante

2223 Old Oakland Road
San Jose, CA 95131
Phone: (408) 435-8388
Fax: (408) 435-7511
WEB SITE: www.asante.com
EMAIL: sales@asante.com

Secure Ethernet Switch
Virtual Booth 3789 • Virtual Product 1781



Contains powerful authentication and CoS capabilities at industry-leading prices
The IntraCore 36000 Series of Layer 2 Gigabit Ethernet switches are designed to provide high-density 10/100/1000BaseT connections at the edge of the network in a space-saving 1 rack-unit form factor. Comes in 24-port (IntraCore 36240) and 48-port (IntraCore 36480) switches.

Asante

2223 Old Oakland Road
San Jose, CA 95131
Phone: (408) 435-8388
Fax: (408) 435-7511
WEB SITE: www.asante.com
EMAIL: sales@asante.com

Gigabit Managed Switch
Virtual Booth 4065 • Virtual Product 2022



HotBrick GigaBrick 2600 Layer 2 Managed Switch
The GigaBrick 2600 is the perfect solution to allow your network to achieve Gigabit speeds. With state-of-the-art technologies such as 2 Gigabit ports, VLAN, QoS, Port Mirroring, Flow Control and Web traffic management, the GigaBrick 2600 is the perfect investment for your future needs.

HotBrick

7243 NW 54th Street
Miami, FL 33166
Toll Free: (866) 468-2742
Fax: (305) 594-4442
WEB SITE: www.hotbrick.com
EMAIL: sales@hotbrick.com

GBIC Modules
Virtual Booth 3683 • Virtual Product 1250



Transition Networks' GBIC transceiver is a plug-in module and it is hot-swappable. It allows for seamless integration of fiber with copper LAN connections wherever GBIC interface slots are available.

- Laser Class 1 Product
- Compliant with 802.3z 1000BaseSX;1000Base LX
- Plug-and-Play module
- Hot-Swappable
- TTL Logic Interface

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Fax: (952) 941-2322
WEB SITE: www.transition.com
EMAIL: sales@transition.com

LAN Bypass Function
Virtual Booth 164 • Virtual Product 2160



- Fail-safe data transmission achieved by linking inbound & outbound network even when hardware or software fails
- 1GHz VIA Eden Low Power CPU
- Four 10/100Mbps Ethernet Ports
- 256MB Memory & Integrated VGA with 8MB Memory
- Mini PCI, USB, RS232, Watchdog Timer
- CF Socket, Optional 2.5" HDD Support

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Sunnyvale, CA 94085
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Fax: (408) 992-0808
WEB SITE: www.technoland.com
EMAIL: contact@technoland.com

Telephony Appliance
Virtual Booth 4038 • Virtual Product 1978



Ideal for medium to large enterprise locations the EdgeMarc 5300 includes 1 x 10/100/1000 Ethernet LAN interface and 1 x 10/100/1000 Ethernet WAN interface. It replaces multiple standalone systems by integrating a VoIP application layer gateway to resolve NAT/Firewall traversal issues, VoIP survivability, network security, call quality monitoring and QoS

EDGEWATER NETWORKS, INC.

2730 San Tomas Expressway
Santa Clara, CA 95051
Phone: (408) 351-7200
Fax: (408) 727-6430
WEB SITE: www.edgewaternetworks.com
EMAIL:Sales@edgewaternetworks.com

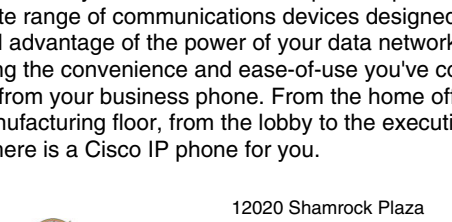
Telephony Appliance
Virtual Booth 4038 • Virtual Product 1977

Ideal for small to medium enterprise locations the 4300T includes a T1 CSU/DSU WAN interface, 4 x 10/100 Mbps LAN interfaces and a crypto co-processor for VPN applications. It replaces multiple systems by integrating IP routing, a VoIP application layer gateway to resolve NAT/Firewall traversal issues, VoIP survivability, network security, call quality monitoring and QoS.

EDGEWATER NETWORKS, INC.

2730 San Tomas Expressway
Santa Clara, CA 95051
Phone: (408) 351-7200
Fax: (408) 727-6430
WEB SITE: www.edgewaternetworks.com
EMAIL:sales@edgewaternetworks.com

Voice/Fax Over IP Gateways
Virtual Booth 29 • Virtual Product 1761

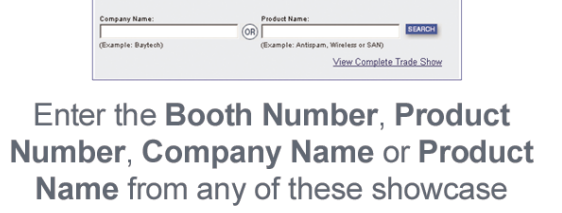


Multi-Tech MultiVOIP gateways provide toll-free voice and fax communications over the Internet or Intranet. The MultiVOIP family of analog and digital models ranging from one to 60 ports, connect directly to phones, fax machines, key systems, PSTN lines or a PBX to provide real-time, toll-quality voice connections to any office on a VOIP network. MultiVOIP is designed to help maximize investments in the existing data and voice network infrastructure.

Modem ExpressExpress

2800 Vicksburg Lane N
Minneapolis MN 55447
Phone: (763) 553-2075
Fax: (763) 553-1964
WEB SITE: www.modemexpress.com
EMAIL: sales@modemexpress.com

Four-Channel VoIP Gateway
Virtual Booth 3987 • Virtual Product 1920



EVoIP-4010 is a four-channel VoIP gateway in a rack-mountable enclosure. Once installed, the EVoIP-4010 provides IP trunking to remote offices or local and long-distance communications via VoIP. It includes new features such as an integrated hub for easier integration and connection to IT and phone networks and support for 110V and 220V systems in a single unit.

i2Telecom™

301 Yamato Road
Boca Raton, FL 33432
Phone: (561) 994-5470
Phone: (866) 410-3892 Toll Free
WEB SITE: www.i2telecom.com
EMAIL: info@i2telecom.com

VoIP Management Tools
Virtual Booth 3980 • Virtual Product 1994



Without Qovia on your VoIP network, you're driving blind. VoIP Networks Don't Run Themselves. That's why you need the VoIP Management Tools from Qovia.

QOVIA™
VoIP Monitoring and Management

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Frederick, MD 21703
Phone: (301) 846-0020
Fax: (301) 846-0065
WEB SITE: www.qovia.com
EMAIL: sales@qovia.com

VoIP Systems
Virtual Booth 3787 • Virtual Product 1553



The Cisco family of IP and wireless IP phones provides a complete range of communications devices designed to take full advantage of the power of your data network, while providing the convenience and ease-of-use you've come to expect from your business phone. From the home office to the manufacturing floor, from the lobby to the executive suite, there is a Cisco IP phone for you.

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PROCESSOR

Turnkey VoIP Solution
Virtual Booth 3970 • Virtual Product 1886

Multiservice Networks

The convergence of voice, video and data is here today. **GTP Voice™** is a complete, turnkey Cisco-based IP Telephony and Call Center solution for small and medium-sized businesses. GTP plans, designs and implements complete IP Telephony / Call Center solutions & converged voice/data networks with products & technology from Cisco Systems. **Our solutions feature:**

- Desktop and wireless LAN IP phones
- Centralized, server-based call processing with Cisco Call Manager
- Integrated voice & email messaging using Cisco Unity
- Gateways to public telephone networks & legacy PBXs
- Automated call distribution & interactive voice response for call centers based on Cisco IPCC Express

Greenwich Technology Partners
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VoIP Solutions
Virtual Booth 3959 • Virtual Product 1874

3Com



Let ALC Services take the mystery out of Voice Over IP (Internet Telephony) and show you how the awarding winning 3Com NBX can deliver a significant cost savings by converging Voice and IP services onto a single unified platform, thus reducing your cost of ownership by eliminating dual IT support costs.

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EMAIL: sales@alcservices.com

VoIP/PSTN Phone System
Virtual Booth 4051 • Virtual Product 1996



$1,793

TalkSwitch, Centrepoint Technologies' hybrid phone system, combines traditional and VoIP telephony for offices with 1 to 32 users per location at breakthrough prices. With rich features including auto attendants, voicemail, remote extensions and much more, TalkSwitch improves image, reduces communication costs and keeps you connected everywhere. It's the easiest system to install, configure and use.

Centrepoint Technologies

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Fax: (613) 725-2898
WEB SITE: www.talkswitch.com
EMAIL: sales@talkswitch.com

VoIP Across NAT Firewalls
Virtual Booth 3722 • Virtual Product 1400



PeerPoint transparently traverses NAT firewalls with no additional customer premise equipment required and no replacement of the existing security infrastructure.

- Reach Subscribers behind firewalls
- Serve VoIP through existing firewalls
- Resolve Compatibility issues
- Intrusion Prevention and Session Control

Jasomi Networks
The Network Boundary Experts

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EMAIL: sales@jasomi.com

OEM VoIP Appliance
Virtual Booth 1351 • Virtual Product 1763



Acrosser AR-M9919 with WinCE.net

- Embedded solution w/ TUI, VAIL, complete network stack
- Low power and fanless 300MHz processor
- On-board compact flash slot for IDE solution
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- On-board audio with Mic in, CD in, line-in and line-out

ACROSSER

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Fax: (714) 827-9908
WEB SITE: www.acrosser.com
EMAIL: sales@acrosser.com

Switched Video
Virtual Booth 4081 • Virtual Product 2043



Broadband Multimedia-Service Router (BMR) is an intelligent, highly versatile routing and switching platform that delivers broadcast or on-demand video services with reliability, scalability and efficient resource utilization.The BMR features BigBand's NativeMedia Operating System, which enables operators to rapidly add a wide range of digital media services without overhauling existing architectures.

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Fax: (650) 995-0060
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EMAIL: sales@bigbandnet.com

Broadband Wireless Access
Virtual Booth 4079 • Virtual Product 2041



- 5.8GHz frequency band & data rates up to 72 Mbps
- Highest power OFDM radio for NLOS operation
- 400mW output radio extends 5.8GHz ranges to unprecedented distances
- Digital baseband, radio & antenna combined into a single, weatherized outdoor system with PoE support
- Achieves near or non-line-of-sight (NLOS) links
- Wire-speed, secure connections w/AES encryption

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Phone: (858) 450-1220
Fax: (858) 457-2681
WEB SITE: www.solectek.com
EMAIL: info@solectek.com

Last Mile Connectivity
Virtual Booth 3942 • Virtual Product 1835



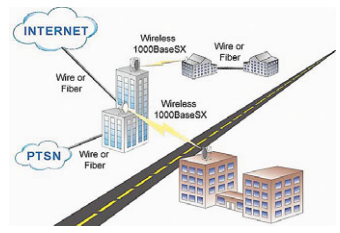
The FlightStrata Family is for enterprise customers in need of longer distance connectivity & Gigabit Ethernet speeds

- Data Speeds: up to 1.25 Gbps - from T1/E1 to Gigabit
- Max. distance: up to 4 km (2.5 Miles)
- Multi-Beam Array Tracking along with Automatic Power Control delivers active performance to address changing atmospheric conditions and mount/building movement

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Fax: (858) 643-5201
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EMAIL: sales@lightpointe.com

Turnkey Wireless Solution
Virtual Booth 3962 • Virtual Product 1878



Ideal Alternative to Multiple T1s or Fiber-Optic

- 6 to 9 months ROI
- 99.99% reliability - Unaffected by weather
- Typically installed within 2 weeks in the USA
- You own the connection - No monthly payments
- Distances up to 40 miles - Bandwidth up to 1000Mbps

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Fax: (631) 738-0035
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EMAIL: wansales@zibiz.com

IP Digital Radio Link
Virtual Booth 3838 • Virtual Product 1635



Velox LE IP

License-exempt carrier class IP backhaul solution, ideal for VoIP and low-latency applications.

- 90Mbps Ethernet
- 2.4 and 5.8GHz bands
- Point-and-click frequency selection
- Scalable bandwidth
- Split configuration and all-indoor options
- Fully SNMP enabled

stratex NETWORKS

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EMAIL: northamerica@stratexnet.com

Embedded Wireless
Virtual Booth 3967 • Virtual Product 1883

ZigBee™ Alliance
Wireless Control That Simply Works



The **EM2420 radio solution** is the ideal, best in class communications product for a wide array of low-cost, power-efficient, low data rate applications. It comprises multiple microcontroller interface, reference designs and the ground breaking **EmberNet embedded networking software.** It is designed to comply with the IEEE 802.15.4 short-range wireless standard and easy over-the-air upgrade.

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WEB SITE: www.ember.com
EMAIL: sales@ember.com

WLAN Access Point
Virtual Booth 3761 • Virtual Product 1525

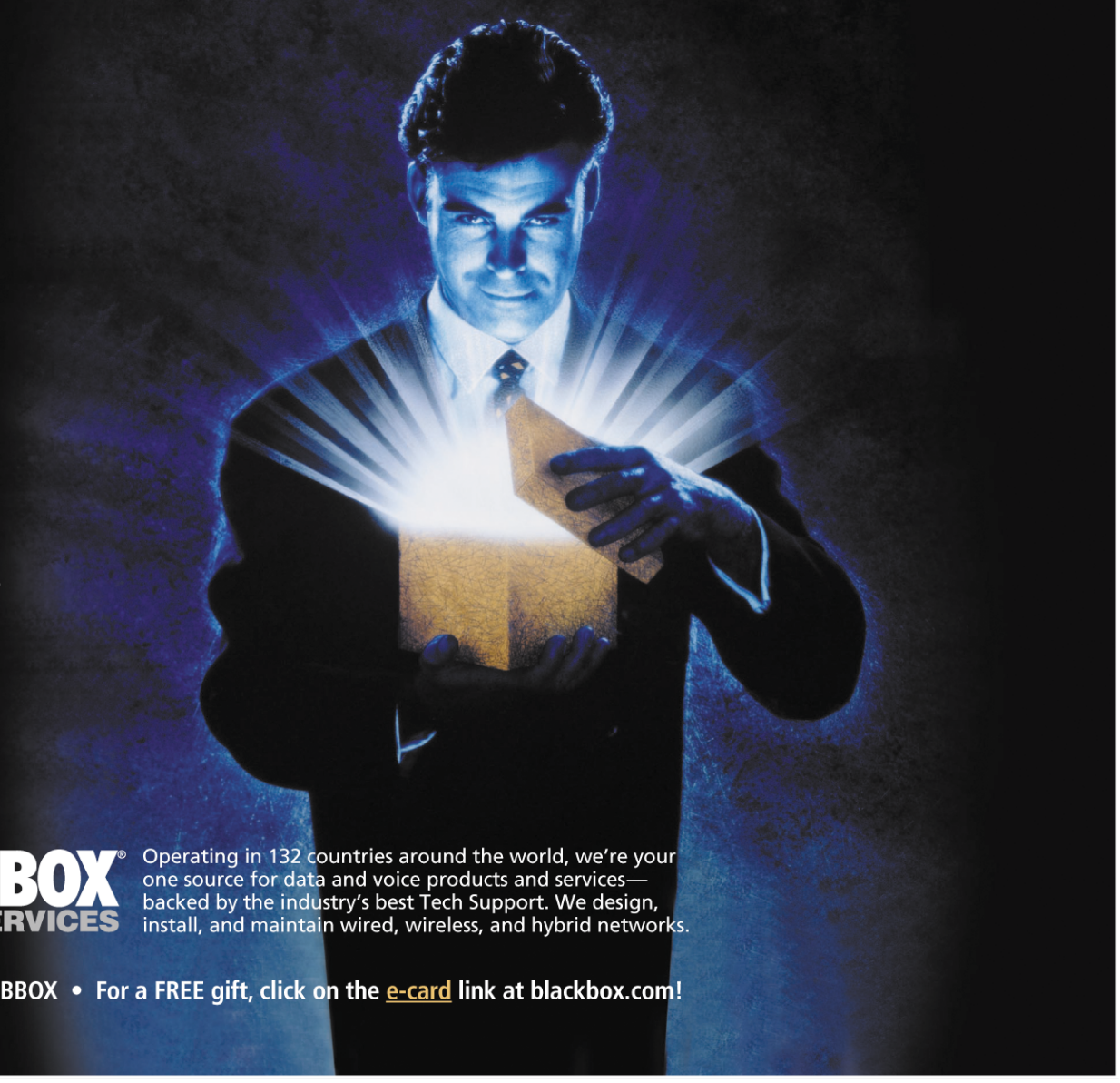


BeaconPoint™ dual band-access points provide radio frequency[RF] coverage anywhere that wireless service is required on the BeaconWorks™ wireless network. BeaconPoint's plug-&-play technology greatly simplifies the installation process, simply plug it into the network and it automatically discovers the appropriate BeaconMasters wireless router and is automatically added to the network.

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Wireless Networking System
Virtual Booth 3907 • Virtual Product 1778



Access/One Network by Strix Systems
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- True wireless: No wires, even to the Access/One nodes
- Manageable: System level management from a single point
- Secure: Advanced tools to authenticate, encrypt, & monitor
- Modular: Any combo of 802.11a/b/g & Bluetooth

Strix SYSTEMS

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Phone: (818) 251-1000 **Fax: (818) 251-1099**
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Secure 802.11b/802.11g AP
Virtual Booth 3709 • Virtual Product 1312



- Integrated 802.11b & 802.11g WLAN access point
- Integrated antivirus, firewall, VPN, content filtering & intrusion detection & prevention services to both wireless & wired connections
- Ideal solution for small businesses, enterprise remote offices, retail stores and broadband telecommuter sites

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Wireless Router
Virtual Booth 2909 • Virtual Product 1273



ZFS1104WE - Wireless 802.11 Router w/ built-in access point and integrated four-port 10/100Mbps switch
Excellent range, Fully backward compatible, Interoperability, Flexibility...more!
802.11b&g/128-bit Encryption/Firewall/NAT/ Web-based Management

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Wireless Solution
Virtual Booth 4026 • Virtual Product 2161



eGig's powerful line of Wireless-G products offer speeds 5 times faster than traditional 11b wireless and improved range. Now you can play video, copy files, print, and access the Internet with complete mobility and no wires. They even work with standard 802.11g (up to 54Mbps) and 802.11b (up to 11Mbps) wireless products. For complete networking solutions, contact eGig today.

eGig

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WLAN Router
Virtual Booth 3761 • Virtual Product 1526



BeaconMaster™ WLAN Router
BeaconMaster controllers are high-performance platforms that provide centralized intelligence for the Chantry WLAN solution. Each BeaconMaster is a full-functioning router that aggregates all access points-BeaconPoints as well as third-party access points-into what appears as individual, centrally managed IP subnets to the rest of the network.

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EMAIL: sales@chantrynetworks.com

WLAN Switching System
Virtual Booth 3712



Aruba 5000 - Modular Corporate Campus Wi-Fi Switch
Aruba 2400 - Regional Headquarters Wi-Fi Switch
Aruba 800 - Branch Office Wi-Fi Switch
- Complete Multi-Layered Security
- Centralized Wireless LAN Switching
- Advanced RF Management
- Standards-Based Enterprise Mobility

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Wireless Outdoor Bridge
Virtual Booth 4048 • Virtual Product 1990

The EasyBRIDGE 11 seamlessly connects LANs across multiple buildings thereby eliminating expensive recurring leased line fees. The result is a carrier quality connection that pays for itself in less than a year, or even sooner with replacing multiple leased lines. Featuring low cost cabling, easy installation, rapid scalability, and seamless integration into existing Ethernet networks, the EasyBRIDGE 11 enables immediate deployment while ensuring maximum cost efficiency. Using Direct Sequence Spread Spectrum technology in the 2.4GHz license-free band, the EasyBRIDGE 11 is ideally suited for superior building-to-building connectivity in co-located fixed LAN environments.

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We're on your wavelength.

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Fax: (760) 517-3200
WEB SITE: www.alvarion.com
EMAIL: sales@alvarion.com

Outdoor Mesh Router
Virtual Booth 3982 • Virtual Product 1907



- Wireless mesh network creates a wireless backhaul eliminating the need for trenching & cable pulling
- Robust self-forming, self-healing mesh technology provides redundant links & overcomes line-of-sight issues
- 200mW radio covers distances up to two miles
- Dual Ethernet ports for connecting any outdoor access point or IP surveillance camera

firetide™

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Wireless LAN Analyzer
Virtual Booth 3836 • Virtual Product 1630



Yellowjacket™ 802.11b/g Test Receiver
Yellowjacket™ is a calibrated wireless receiver module that interfaces with HP's iPAQ PocketPC in sweeping, analyzing and optimizing 2.4GHz Wi-Fi networks. The receiver measures all 14 OFDM / DSSS IEEE 802.11b/g channels allowing the user to determine the AP/STA's MAC, SSID and RSSI signal levels for all access points on or off any 802.11b/g WISP or hotspot.

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Wireless LAN Security
Virtual Booth 3663 • Virtual Product 1224



BorderGuard - More Secure Than Wired Networks
An easy-to-use platform for all WLAN, wireless VPN and traditional remote access needs.

- Includes BorderGuard™ VPN appliance, secure network roaming Client, and Tunnel-Lock™ endpoint security
- Embedded, strong bilateral authentication
- FIPS 140-2 & Common Criteria cert; HIPAA compliant

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Wireless Security Gateway
Virtual Booth 3786 • Virtual Product 1551



The AF7500 sets the enterprise standard for high performance, secure, manageable and reliable wireless LANs. The AF7500 centrally connects and manages numerous access points in one or more compact rack mount units. All critical security operations - encryption, authentication, data integrity checking, key exchange and data compression are optimized to minimize hands-on management.

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EMAIL: info@airfortress.com

WLAN Security Appliance
Virtual Booth 3841 • Virtual Product 1636



AirDefense, an enterprise-class solution based on a secure appliance & distributed remote sensors, has pioneered the concept of 24x7 monitoring of the airwaves. It provides the most advanced solutions for **rogue WLAN detection, policy enforcement, intrusion protection & WLAN monitoring.** Blue chip companies & government agencies rely upon AirDefense to secure and monitor WLANs around the globe.

AirDefense™

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WLAN Security System
Virtual Booth 3690 • Virtual Product 1254



AirMagnet Enterprise 5.0 brings bullet-proof security & performance to your wireless enterprise with 24x7 control over all WLANs in all locations. Industry-leading security includes complete **Rogue Management**, wireless **Intrusion Detection**, continuous Vulnerability Assessment and **Policy Monitoring**. To start your FREE evaluation, visit www.airmagnet.com/processor to register.

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WLAN Intrusion Protection
Virtual Booth 4131 • Virtual Product 2105



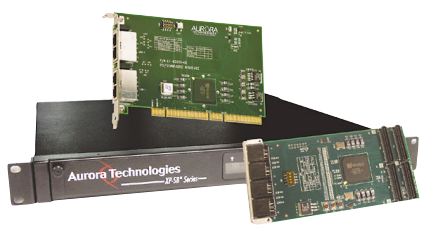
Bluesocket's award-winning open systems Wireless Gateways and Intrusion Protection Systems secure and manage WLANs for hundreds of enterprises worldwide.

- QoS and Bandwidth
- Strong Encryption and VPN Mobility
- Policy enforcement based on Role, Services, VLANs, Time
- Protections against Worms, Viruses, RF attacks

bluesocket

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Toll Free: (866) 633-3358
WEB SITE: www.bluesocket.com
EMAIL: sales@bluesocket.com

PCI Expansion System
Virtual Booth 3744 • Virtual Product 1454

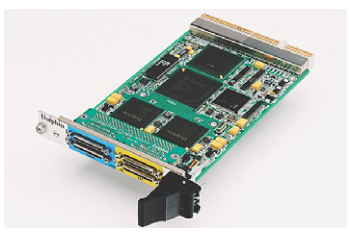


The XP-SB Expansion System features PCI 2.2-compliant, 64-bit/66MHz slots and is compatible with cPCI, PCI, and VME host systems. It consists of a PCI or optional PMC host card and a 1U rackmount chassis housing two or three PCI slots. The XP-SB is ideal for industries that require maximum performance and continuous operation, such as telecom, military/defense, and industrial computing.

AURORA TECHNOLOGIES
A Carlo Gavazzi Group Company

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Brockton, MA 02301
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Fax: (508) 588-0498
WEB SITE: www.auroratech.com
EMAIL: info@auroratech.com

PCI-SCI Adapter Card
Virtual Booth 4025 • Virtual Product 1964



The **Dolphin D341/D342 CompactPCI-SCI** Adapter Cards are general purpose interfaces for connecting cPCI-based systems through SCI (Scalable Coherent Interface) links, and provide a transparent memory-mapped link. The adapters are used in applications such as computer clusters, reflective memory, system area networks, networking, I/O, fat pipes and for bus bridging.

Dolphin

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OEM 2-4U Rack Mount Cases
Virtual Booth 3615 • Virtual Product 1647



- 1.2mm SECC Zinc-Coated Steel (Japan Made)
- Aluminum Alloy Door with Hard Anodized Treatment
- LEDs for Power ON/OFF, Fan, Alarm. USB 2.0 Port in front
- 15 DVR backplanes for different system configurations
- Optional 8-Port Fan Controller Card
- OEM Carton Box Design for your own system
- 2U, 3U, 4U models available w/silver, red or blue bezel

Image & Shapetek
D-Storm Series

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Space Saving 1U Chassis
Virtual Booth 2895 • Virtual Product 1524



- Model: GHI-106
- Dimensions: 483 (W) x 44 (H) x 220 (D) mm
- Drivebays: 1 x Slim CD-ROM & 1 x 3.5”HDD or 1 x Slim CD-ROM & 1 x Slim FDD & 1 x 2.5”HDD(Optional)
- Motherboard Size: Support Mini-ITX M/B (Max. 170mm x 170mm) 6.7" x 6.7"
- Used in: Web Server, Firewall Server, Proxy Server

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Harsh Environment PC Case
Virtual Booth 3653 • Virtual Product 1210



Cases by Evercase

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- Easy maintenance filter
- Optional thermal sensors with fan controller
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- Dual-processor capability
- High-density rack mount server

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Server Cooling Solutions
Virtual Booth 3810 • Virtual Product 1720



Cooljag CJCE2QC
As for server cooling, Select Cool satisfies your aspiration for system rapidity via comprehensive support of dual processor and optimal high-end copper coolers for servers.
- Weight: 455g
- Dimension: 92L x 75.6W x 27H(mm)
- Material: Copper 1000 Series
- Fin pitch: 1.3(mm)
- Fin thickness: 0.38(mm)

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Liquid Cooling System
Virtual Booth 3871 • Virtual Product 1708



Rittal’s Power System Rack incorporates high-perfomance liquid cooling for CPUs, power packs and disk drives. This innovative design lowers the temperature directly by conductively cooling components at the site where heat is generated. The liquid cooling units are linked to an external, central cooling unit (chiller), which also controls the inlet temperature. A drip-free, quick-release coupling ensures an extremely high level of operational reliability.

RITTAL

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Phone: (800) 477-4000
Fax: (937) 390-5599
WEB SITE: www.rittal-corp.com
EMAIL: rittal@rittal-corp.com

USB-To-802.11b Adapter
Virtual Booth 3860 • Virtual Product 1675



The Wavespeed™/LAN USB-to-802.11b wireless LAN adapter offers an easy way to add a PC, laptop or thin client to the network. It combines the ease and reliability of Plug and Play USB connectivity with the flexibility of wireless networking. Wavespeed/LAN is fully powered by the USB bus and is compatible with the full range of Windows® OS, including Windows NT® and Windows CE.

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Cordless Desktop
Virtual Booth 4120 • Virtual Product 2093



Logitech® Cordless Desktop® LX 700, a rechargeable cordless mouse and stylish cordless keyboard package that makes it easy to listen to music and Internet radio, use instant messaging, watch videos and view photos — by putting more control at people´s fingertips. Capture, create and share digital music, photos and videos, with optimized buttons that are tightly integrated w/ popular media players.

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EMAIL: sales@logitech.com

Pen Tablet
Virtual Booth 4125 • Virtual Product 2098



Intuos®3 Professional Pen Tablets - First with built-in ExpressKeys™ and zoom/scroll touch strips.
Other Key Features Include:
- New industrial design redesigned grip pen
- Improved mouse
- Doubled resolution of 5080 lines per inch
- New software bundle

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Fax: (360) 896-9724
WEB SITE: www.wacom.com
EMAIL: sales@wacom.com

Interactive Pen Displays
Virtual Booth 4125 • Virtual Product 2101

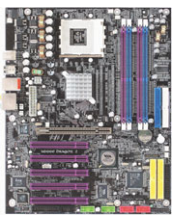


Wacom's Cintiq 18SX and 15X interactive pen displays combine the advantages of an LCD monitor with the control, comfort, and productivity of Wacom's patented cordless, battery-free tablet technology. By working directly on the screen, you navigate much more quickly and naturally. Both products enable you to adjust the incline to your liking, and the 18SX stand allows you to rotate your work surface.

WACOM

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AMD Motherboards
Virtual Booth 3339 • Virtual Product 954



Dragon Series: KT880 DRAGON 2 • K7VM333 All-in-One • KT600 DRAGON Plus v.2.0 • K7VME All-in-One • KT600 DRAGON Ultra Platinum. Soyo offers variety of Socket-A motherboards that support AMD AthlonXP, AMD Athlon64, AMD Thunderbird and AMD Duron processors. Ranging from SOHO to Enterprise Computing, all are guaranteed to be solid and priced competitively.

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Dual AMD Opteron MB
Virtual Booth 3988 • Virtual Product 1923



The most demanded dual Opteron platform on the market
Covering critical dual Opteron-based HPC applications
- Dual AMD Opteron Socket 940 CPU Capable
- Supports memory size up to 16GB with DDR400
- AMD 8111 & AMD 8131 chipsets
- Dual Broadcom Gigabit LAN Ports
- Integrated ATI RageXL/8MB video controller

AccelerTech

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Low Power Mini-ITX
Virtual Booth 164 • Virtual Product 2135



- Small footprint
- Transmeta™ Efficeon™ TM8600, 1GHz+
- ATI M7 3D Graphics with 16MB Memory
- 10/100 BaseT / Gigabit Ethernet
- 4 COM ports, 4 USB 2.0, Watchdog Timer
- PCI Expansion Slot, Hardware Monitoring
- AC97 Audio

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ITX Board w/VIA EDEN CPU
Virtual Booth 4161 • Virtual Product 2144



- VIA CLE266(VT8237) chipset with Eden 1.0GHz CPU
- Onboard 2D/3D Graphic with LVDS LCD Panel support
- Dual Ethernet with One Realtek Gigabit Ethernet
- EIDE, CF Socket, S-ATA w/RAID
- Multiple I/O offering 4 Serial port and 8 USB 2.0 ports
- Expansion slots: 1 Mini-PCI, 1 PCI for 3 slot PCI riser card
- ATX Power or Single 5V

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Server Power Supply
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PSU Manufacturer for Rack Mount, Server & Desktop OEM Welcome



- Model: TOP-620RML
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- Dual A/C input (each single power with A/C inlet)
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Redundant Power Supply
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- 460/550 watts total power
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- Fit 2U Server Rackmount Chassis
- Quick Removable Application
- Active Power Factor Correction
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- MTBF>100,000 hours
- 3-Year Warranty

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2U True Redundant PS
Virtual Booth 2795 • Virtual Product 1646



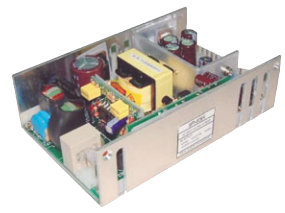
- Model No. TC-xxxR2U (350w/400w/460w)
- I-Star 3 Year Warranty Power Supply
- I-Star 2U Size Redundant Power Supply
- I-Star Hot-Swappable modules with ZERO downtime
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EMAIL: info@istarusa.com

Industrial ATX Power Supply
Virtual Booth 3881 • Virtual Product 2055



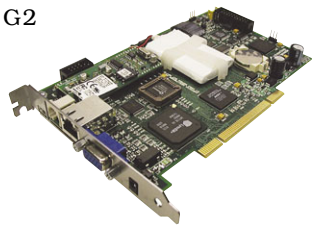
- Model: MPI-806H
- Universal Input Switching Power Supply
- 80W with 8.6 CFM forced air, 60W conventional cooling
- ATX output, remote ON/OFF, PG/PF Signal
- Compact Size: 3x5x1.5" (WxLxH)
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Remote Server Management
Virtual Booth 3643 • Virtual Product 1199

MegaRAC™ G2

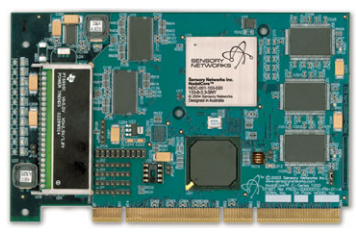


- 100% out-of-band remote monitoring & management reduces downtime for any mission-critical server
- System independent, on-board modem, battery backup
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EMAIL: info@ami.com

Gigabit AntiVirus/AntiSpam
Virtual Booth 3953 • Virtual Product 1861

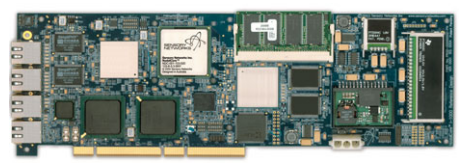


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EMAIL: sales@sensorynetworks.com

Gigabit Intrusion Detection
Virtual Booth 3953 • Virtual Product 1862

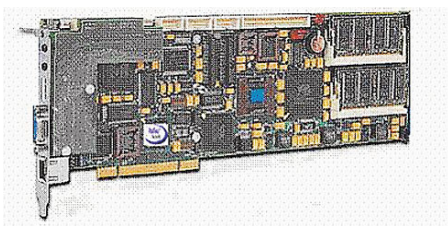


I-Series PCI IDS/IPS Accelerator
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Intrusion Prevention System
Virtual Booth 3716 • Virtual Product 1353

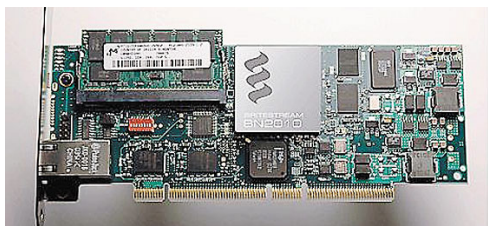


Interceptor - Stops Network Attacks in Real Time
- Internal & External Protection from DoS, DDoS, Worms, Viruses, Syn Floods, Trojans, Scans and Access Control
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SSL/TLS Security Solution
Virtual Booth 4169 • Virtual Product 2159

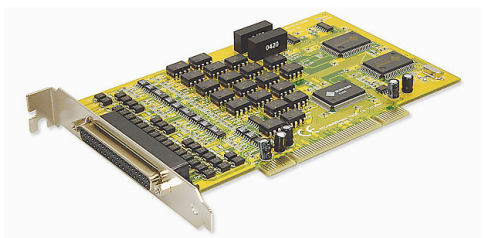


The BN1010 is the world's first SSL/TLS security NIC that is completely self-contained and manages all facets of SSL processing on a single PCI card. The BN1010 couples powerful simplicity and uncompromised performance with fortified protection. The BN1010 handles up to 10,000 SSL/TLS transactions per second (TPS) and maintains up to 100,000 simultaneous connections.

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4-Port RS-422/485 PCI Card
Virtual Booth 2341 • Virtual Product 1946



- Four (4) 9-pin ports with baud rate from 75 to 921Kbps
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- Auto detection between RS-422 & 485 connections
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EMAIL: sales@koutech.com

RAID Controller
Virtual Booth 3121 • Virtual Product 1342



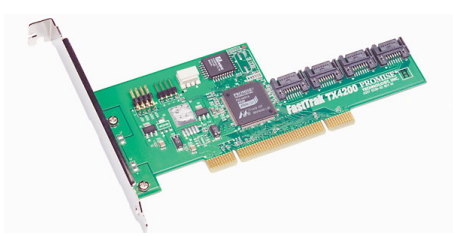
The Ultimate RAID Solution - ACS-8990 RAID Controller
RAID controller that utilizes SCSI host performance & leverage with the cost effectiveness of SATA & PATA IDE drives.
- U320 SCSI/2Gb Fibre to SATA RAID Controller
- RAID Level: RAID 0, 1+0, 3, 5, 30, 50
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Accusys The RAID Architects

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SATA RAID Adapter
Virtual Booth 4129 • Virtual Product 2104



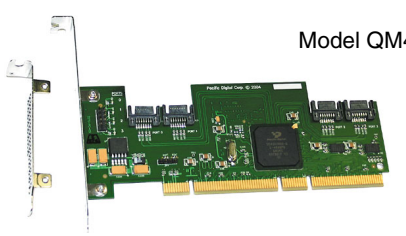
4-Port Enhanced Serial ATA 1.5G RAID 0/1/10
Solution for workstations and entry-level servers requiring data protection (RAID 1/10) or performance (RAID 0) • Supports Native Command Queuing and Tagged Command Queuing for better performance • Combine with SuperSwap 1100 or SuperSwap 4100 for an advanced internal storage system • Disk Activity LED Headers

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Serial ATA II HBA
Virtual Booth 2885 • Virtual Product 2134

Model QM4-3G



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- Hardware RAID 0, 1, 0+1
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- Windows 2000/2003/XP/Linux

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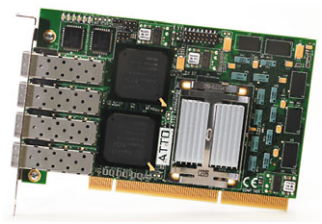
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FC Storage Adapters
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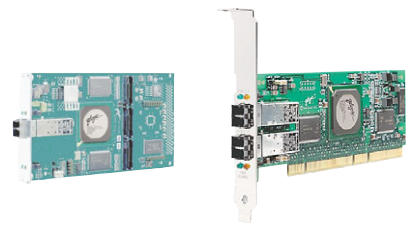


Celerity FC 2-Gigabit Fibre Channel storage adapters are designed to satisfy the needs of host systems and fabric devices. Featuring Advanced Data Streaming (ADS™) Technology, Celerity FC provides faster and more efficient transfers, thus maximizing ROI. Capabilities like an integrated hub design and Integrated Offload Processing Center (IOPC) provide connectivity and scalability options.

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Fibre Channel HBAs
Virtual Booth 4049 • Virtual Product 1992



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4 Gb/s Fibre Channel HBAs
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The Emulex LightPulse™ LP11000 HBA Family:
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- Single/dual channel PCI-X 2.0 to 4Gb Fibre Channel model

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iSCSI Accelerator
Virtual Booth 3978 • Virtual Product 1899

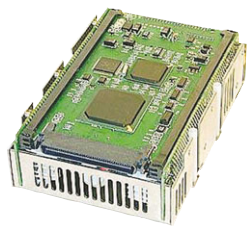


For the fastest, easiest to use and most affordable iSCSI Controller, try the Alacritech SES1001 iSCSI Accelerator -the only product that accelerates the Microsoft iSCSI Software Initiator. Based on Alacritech's proven SLIC Technology®, the basis of industry-accepted TCP/IP Offload Engine (TOE) solutions, the SES 1001 delivers unsurpassed iSCSI performance and efficiency.

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Server I/O Accelerator
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TiGiJet™ accelerators (Solid State: 2-6GB) eliminate I/O bottlenecks and dramatically improve the performance, scalability and ROI of enterprise-class applications.

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Bar Code Scanner
Virtual Booth 3930 • Virtual Product 1815



LaserLite Pro combines a laser scanner and Touch Memory button reader with an alphanumeric keypad. An LCD screen, 256KB RAM, convenient one-handed operation, and lightweight metal housing makes the LaserLite Pro ideal for inventory, shipping and receiving, order entry, and any other data collection application.

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Data Collection
Virtual Booth 216 • Virtual Product 1584



Symbol PDT 6846

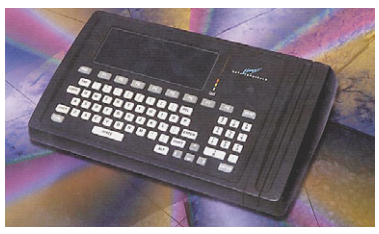
Features & Benefits
- 46-Key Alphanumeric DOS-based Architecture
- Forward Scanning
- Ergonomics-comfortable

Ryzex sells, services, rents, buys and repairs all major brands of barcode data collection equipment.

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Data Collection Computer
Virtual Booth 3869 • Virtual Product 1704

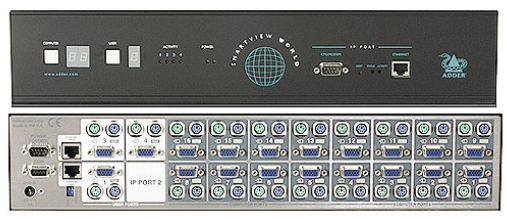


The LINX VIII is a powerful data collection alternative for those situations when the familiar look and feel of the MS Windows interface and management tools are desired. Running Microsoft's next generation embedded operating system, CE.NET, the LINX VIII allows you to use your existing Microsoft desktop development skills with off-the-shelf Visual Studio .NET to create managed code solutions.

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Remote Server Mgmt.
Virtual Booth 3610 • Virtual Product 1151



Robust and Cost-Effective Global KVM Control
The multiuser SmartView World offers a unique mix of local (server room), regional (office-wide) and global (IP based) server control together with remote power mangement to match the needs of network managers. Integrated extender ports enable control consoles to be located in offices up to 650' away and linked via Cat5/6 cabling.

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Remote Server Management
Virtual Booth 22 • Virtual Product 1235



UltraLink™
- Connect to remote computers by Ethernet or dial-up
- Secure encrypted operation
- Scaling, scrolling, and auto-size features
- Available in one, two, and four user models
- Local KVM port to access computers at UltraLink unit
- Up to 1280 x 1024 resolution, suports all platforms

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IP KVM
Virtual Booth 2888 • Virtual Product 988



Kaveman 16 - remote server management unit
- Up to 6 simultaneous, independent users
- Full BIOS level access and remote power cycling ability
- No software installation or additional hardware required
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Multi-User KVM Switch
Virtual Booth 22 • Virtual Product 1242



UltraMatrix™ E-series
- Connect 1,000 computers to multiple user stations
- PC or multiplatform (PC/Unix, Sun, Apple, others)
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- Security features prevent unauthorized access

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KVM Command Center
Virtual Booth 3710 • Virtual Product 1327



Model: B020-016

Control an entire network in just 1U rack space-includes keyboard, 15" LCD screen, touchpad and 16-port switching capability

- Tilt-up console, easy-slide drawer
- Two-level password security
- Daisy-chainable with additional KVM switches (model # B022-016) to control up to 512 servers
- Flash upgradeable

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1U/2U LCD Monitor/KB/MS
Virtual Booth 1014 • Virtual Product 231



LKM-115/117

- 1U/2U rack mount LCD/Keyboard/Trackball
- 15” or 17” TFT Color LCD
- Trackball or Touchpad
- 6U/8U Panel Mount Available
- Optional KVM Switch Functions

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EMAIL: sales@arisecomputer.com

Rack Mounted KVM Drawer
Virtual Booth 22 • Virtual Product 1241

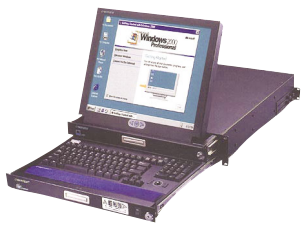


RackView™
- 15”, 17”, or 19” LCD Panels
- Built-in single or multiple user KVM switch options
- Supports AT/XT, PS/2 and Unix computers
- Front Panel conceals unit when it is not in use
- Keyboard available in international variations
- LCD flat panel and kybrd/trackball can be sold separately

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Rack Mount KVM Switch
Virtual Booth 2945 • Virtual Product 1191



Rack mount LCD/KB/MS KVM Switch
- 1U/2U rack mount TFT LCD monitor keyboard drawer
- 15”/17”/19” TFT color LCD rack mount monitor
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- 650mm/600mm/440mm deep options available
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Universal DVI Converter
Virtual Booth 3999 • Virtual Product 1944



DVI, VGA, S-Video, Video image signal to DVI signal
- Input : 1 VGA , 1DVI, 1S-VIDEO, 1VIDEO
- Output : 1 DVI
- Compatible with DVI standard
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- Supports SXGA, XGA, VGA

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KVM Extenders
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Compact KVM extenders for standalone & high-density rack installations - Convenient remote control of a PC, Mac or KVM at a distance of up to 650' linked via Cat5/6 cabling. Supports PS/2, USB, RS232, dual video & broadcast-quality digital audio. For touch screen, industrial, broadcast, post production, presentation, security, financial services, marine, server mgmt & remote KVM control apps.

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Long-Life Battery
Virtual Booth 4107 • Virtual Product 2077



POWERPAD 160

Don't let your need for power keep you grounded - the PowerPad lets you take your work everywhere you need to go, without slowing you down. Leave power cords and electrical outlets behind & stay ahead of the competition. Lightweight and ultra thin, the PowerPad slides into your laptop's carrying case. Plug it in & you’re 80% charged in 4 hours. Forget plugs for the rest of the day and night.

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Portable Battery Solution
Virtual Booth 4171 • Virtual Product 2170

CHARGE™



The N-Charge™ Power System II is a Saphion® based universal, portable battery designed to power a vast array of mobile electronic devices. With up to 5-10 hours of additional notebook run-time for over 2000 different notebook models and the flexibility to support your cell phone, digital camera, MP3 player and more, the N-Charge™ system is the only power solution you’ll ever need!

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Rugged Wireless Handheld
Virtual Booth 3792 • Virtual Product 1601

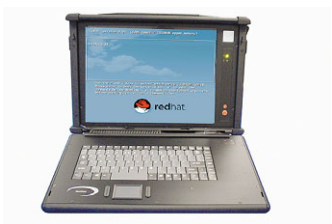


- Supports up to 3 integrated radios (WWAN, PAM, WLAN) simultaneously
- Mobility XE™ - Seamless Roaming Connectivity
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- IP-67 sealing for dust and water intrusion
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- Windows CE.NET OS
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WIN/Linux Mobile Server
Virtual Booth 3170 • Virtual Product 2115



NextCom, Nashua, NH announces FlexPCServer workstation and mobile server with single or dual Intel LV Xeon™ to 3.06GHZ. Extreme performance. Small footprint. Reconfigurable computing architecture. Serial, USB 2.0 high capacity drives to 500GB. MS Windows 2000 AS, XP Pro, SuSe Enterprise, RedHat, Desktop Linux, Solaris – x86, Win-Ux concurrent or dual boot.

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Multimedia Notebook
Virtual Booth 3927 • Virtual Product 1810



- Intel Processor with Centrino Mobile Technology
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Rugged Wireless Notebook
Virtual Booth 3792 • Virtual Product 1757



GoBook II
- Meets military specifications for ruggedization
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High Performance Notebook
Virtual Booth 4180 • Virtual Product 2196



- **Processor:** AMD Athlon 64 3200+ for Notebooks
- **Operating System:** Windows XP Home Edition
- **Memory:** 512MB PC-3200 DDR400
- **Video Card:** ATI Mobility Radeon 9700 Pro 128MB
- **Hard Drive:** 60GB/5400rpm
- **Display:** 15.4" WXGA 1280x800 TFT
- **Optical Drive:** 8X DVD-ROM/24X CD-RW

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FlexSPARCIII Mobile Server
Virtual Booth 3170 • Virtual Product 1310



Mobile Graphics Workstation and Mobile Server
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PDA
Virtual Booth 4037 • Virtual Product 1976



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Encryption Device
Virtual Booth 4144 • Virtual Product 2120



DiskCrypt provides cross platform compatibility and significant performance improvement over traditional disk encryption software solutions. This hardware based 192Bit Military Standard encryption module encrypts every byte and sector of data written into the hard disk, including (MBR), Operating System, Temp and Swap files. The DiskCrypt is engineered just like an ordinary 2.5" form factor hard disk and can be mounted to the notebook hard disk compartment. GSA Schedule #35F0405P

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Virtual Booth 4063 • Virtual Product 2018



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19" Versatile LCD
Virtual Booth 3695 • Virtual Product 0032



- FlexScan L795 is ideal in any business or graphics environment
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- Picture in Picture from two computer sources
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Rack Mount Products
Virtual Booth 400 • Virtual Product 1338



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21" Color Calibration LCD
Virtual Booth 3695 • Virtual Product 1275



- ColorEdge CG21 is ideal for digital photography retouch and pre-press printing environments
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- Flexible mounting available - VESA standard
- Height adjustable, landscape/portrait monitor stand
- Compatible with GretagMacBeth 10-bit color calibrators
- Brightness stabilization circuitry for consistency

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Dual LCD Monitors
Virtual Booth 4089 • Virtual Product 2052



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Touch Screen LCD Monitor
Virtual Booth 3856 • Virtual Product 1669



This monitor has a viewable area of 17" diagonal and on screen menu controls. The resolution is true 1,280 x 1,024. With a dot pitch of 0.264x0.264mm this monitor has a brightness of 250 cd/m2. Pivotable rated image software is included as well as attachable audio module w/ 2 speakers.

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Color Laser Printer
Virtual Booth 3816 • Virtual Product 1609



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Virtual Booth 3816 • Virtual Product 1610



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Virtual Booth 3708 • Virtual Product 1903



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Portable Thermal Printer
Virtual Booth 1864 • Virtual Product 83



The Printek MtP 400
4" Portable Thermal Printer
A rugged, portable thermal printer, it features a version that is the thinnest in its class. It is ideal for printing labels, receipts, maps, and schematics. With a wide range of media options and versatile mounting or carrying configurations, you'll find the MtP 400 is the perfect mobile printing partner for your needs.

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Portable PocketJet Printers
Virtual Booth 3951 • Virtual Product 1860



High-quality output, rugged compact design with a low cost of ownership describes the Pentax PocketJet printer. This printer produces crisp text and graphics with an output of 3ppm while weighing less than a pound. Designed to meet the growing needs of mobile workers, this printer can provide printing in any environment without the ongoing cost and hassles of ink.

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HP Laserjet Duplexers
Virtual Booth 190 • Virtual Product 1756



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Presentation Toolbox
Virtual Booth 4006 • Virtual Product 1952



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Auto Disc Printer
Virtual Booth 3993 • Virtual Product 1939



The PowerPrinter V is a Full Color, Auto-Loading CD/DVD Printer. Robotically loads and prints up to 100 discs, unattended. Uses high-quality HP ink cartridges available at your local office supplies stores. Overall costs are substantially less than printers requiring proprietary cartridges! Because the printer controls the robotics (different from competition), no special robotic driver software is required.

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Large Format Scanner
Virtual Booth 4182 • Virtual Product 2198



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Mobile Scanning
Virtual Booth 3951 • Virtual Product 1859



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DNS Appliance
Virtual Booth 3062 • Virtual Product 1729

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DNS Network Appliance
Virtual Booth 3933 • Virtual Product 1818



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Email Gateway Appliance
Virtual Booth 4045 • Virtual Product 1987



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Monitoring Solution
Virtual Booth 2875 • Virtual Product 1733



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Network Security Platform
Virtual Booth 3082 • Virtual Product 1799

NSA 1041

NexGate is the next-generation network security appliance platform designed to meet the high demands of a hardware platform, network security box, desktop or firewall for SMB (small to medium business) & corporate network security devices. The new NSA 1041 main features:

- 1U Rack mount Network Security Appliance with Intel® UVL Intel® Celeron Processor 650MHz
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OEM Network Appliance
Virtual Booth 3092 • Virtual Product 1936



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Network Surveillance Server
Virtual Booth 1329 • Virtual Product 2039



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VoIP Development Platforms
Virtual Booth 3744 • Virtual Product 1922



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Secure Web Server Solution
Virtual Booth 3776 • Virtual Product 1540

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secure web appliance



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IT In A Box
Virtual Booth 4047 • Virtual Product 1989



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XML Accelerator
Virtual Booth 3825 • Virtual Product 1620



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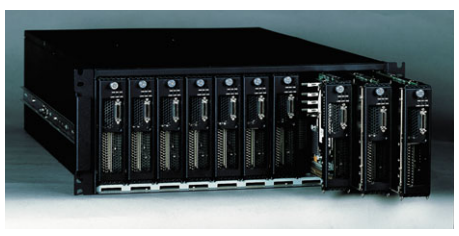
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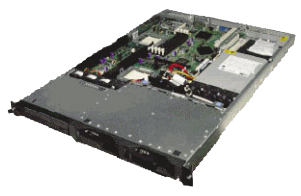


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Dual Opteron Server
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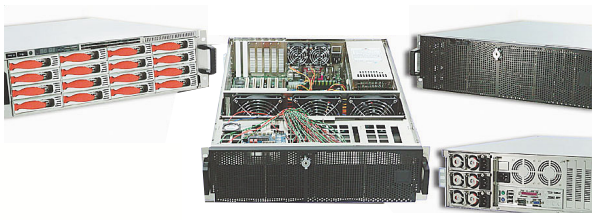


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3U AMD Server Chassis
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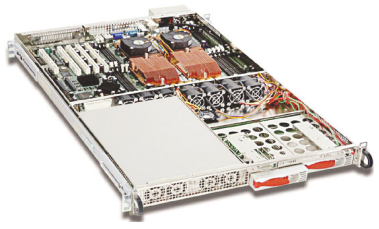
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SATA Workstations
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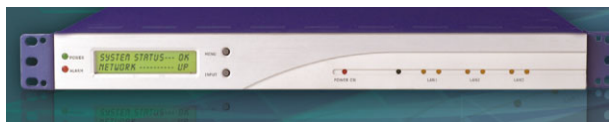
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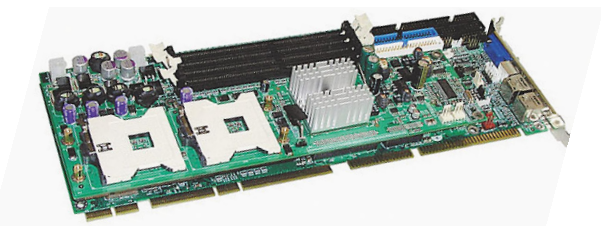


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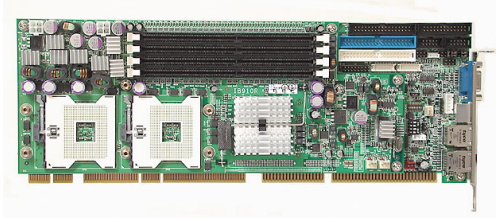


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Virtual Booth 3723 • Virtual Product 1445



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Disk-To-Disk Appliance
Virtual Booth 3420 • Virtual Product 1633



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Virtual Booth 3697 • Virtual Product 1280



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Virtual Tape Controller
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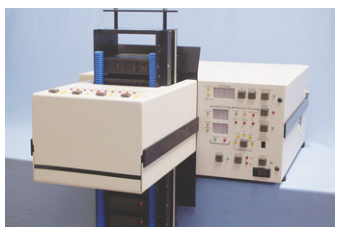
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- Full feature ioSWAP Backup software included
- Popular USB & FireWire ports support hot plug-n-play
- Compatible with PC, Linux, and Mac®

IOSWAP™ DATA STORAGE PRODUCTS by ENHANCE TECHNOLOGY, INC.

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Phone: (562) 777-3497
Fax: (562) 777-3499
WEB SITE: www.ioswap.com
EMAIL: sales@ioswap.com

8-In-1 Multi-Card Reader
Virtual Booth 4061 • Virtual Product 2013



Compliant with USB 2.0 specification
Supports multiple types of storage media - Memory Stick, CompactFlash, SmartMedia, MultiMedia, Secure Digital
Hi-Speed data transfer rate up to 480Mbps
LEDs indicate card insertion and data traffic
Dimensions: 102mm x 102mm x 26mm
2-year warranty - Available in white and black

Transcend

1645 North Brian Street, Orange, CA 92867
Phone: (714) 921-2000 **Fax: (714) 921-2001**
WEB SITE: www.transcendusa.com EMAIL: sales@transcendusa.com

Network Attached Storage
Virtual Booth 357 • Virtual Product 120

NetStor MVD NAS



picture shows 3TB model

- Departmental / Enterprise NAS
- For Win, Unix & Mac users
- Up-to 64TB Capacity
- Dual Pentium 4 Xeon, 1 GB ECC RAM standard
- Unlimited number of users w/ no client access license
- Manage security w/ native tools and directory
- Snapshot feature (up-to 64)
- Dynamic RAID expansion
- Multiple backup platforms (local or remote)

Excel MERIDIAN DATA, INC.
A subsidiary of Alanco Technologies, Inc.

3220 Commander Drive, # 101
Carrollton, TX 75006
Phone: (800) 995-1014
Fax: (972) 980-0375
WEB SITE: www.excelmeridian.com
EMAIL: sales@excelmeridian.com

CD-R / DVD±R Duplicator
Virtual Booth 3368 • Virtual Product 847

CD-R $990 **DVD-R / ±R $1790**



Reflex Pro7 standalone CD-R & DVD±R duplicators NO HOST PC NEEDED!
Store frequently copied CD or DVD images in the ReflexPro7
Throughput: Duplicates at least 119 CD-Rs, 42 DVD-Rs or DVD+Rs per hour
Drives: (7)52x CD-R drives or 8x DVD+/-R/48x CD-R drives
Hard Drive: Includes 80GB (CD) or 120GB (DVD) for storing frequently copied discs
Warranty: 1 year warranty & free lifetime technical support. Connect to a PC or Mac with an optional USB 2.0

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Blue-Laser Library System
Virtual Booth 3598 • Virtual Product 2020



AXIS-Blue Library System
- Up to 1.56TB Storage Capacity
- Highly Reliable - MSBF 1,500,000 Cycles
- Ultra 160LVD/SE SCSI Interface
- Compact design - rack mount 6U Chassis
- Multiple configurations available
- Expandable to meet growing requirements

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Phone: (866) 500-KANO (5266)
Fax: (714) 379-4541
WEB SITE: www.kanotechnologies.com
EMAIL: sales@kanotechnologies.com

Auto CD/DVD Duplicator
Virtual Booth 4036 • Virtual Product 1973



Professional High Quality, Automated CD/DVD Duplicator System
- Fast Robotic Handler
- 24/7 Disc Production
- 200 Disc Capacity
- 2 CD or DVD Recorders
- Integrated Windows PC
- High Quality Inkjet or Thermal Printer
- Locking Security Cover Option Available
- Compact Modular Design

Microtech

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Belmont, CA 94002
Phone: (800) 223-3693
Fax: (650) 596-1915
WEB SITE: www.microtech.com
EMAIL: sales@microtech.com

Standalone DVD Duplicator
Virtual Booth 3598 • Virtual Product 1213



8x DVD+/-R Standalone Duplicator Tower w/ 40GB
- Standalone Duplicator NO HOST REQUIRED
- Duplicate Both DVD+R and DVD-R formats at 8x spd
- Duplicate DVD-R to DVD+R/DVD+R to DVD-R
- LCD menu with simple one-button copy feature
- 40GB hard drive for DVD/CD image library
- Fire Wire/USB 2.0 for PC/Mac connection as single burner

KANO TECHNOLOGIES CORPORATION

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Dual Format DVD Copier
Virtual Booth 3921 • Virtual Product 1796



DVD / CD-R Tower Duplication System from the leader in CD - DVD-R Duplication, Condre Technology. Featuring 8X / 24X recording speed for DVD and CD-R, with a USB 2.0 connection for direct interface to PC or Mac. Ruggedized enclosure with multiple cooling fans for 100% Duty Cycle Performance, supports both DVD - R and DVD + R. Call today for details!

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Blue-Laser Storage Device
Virtual Booth 3598 • Virtual Product 2021



- 23GB storage capacity per disc
- Robust design – maintenance-free drive
- Highly reliable – MTBF 100,000H
- Fast Access – 11 MB/s maximum transfer rate
- Ultra 160 SCSI Interface
- Internal & External Models available
- Host Adapter & Backup Software w/kit (PC & MAC)

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Flash Drives
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Inject Speed Into Your Network
Decrease data access times and increase data transfer rates with the most innovative and reliable solid-state E-Disk flash drives and storage solutions • Rugged, pure solid-state & non-volatile • Fibre Channel, SCSI, IDE/ATA interfaces • 2.5", 3.5" form factors • Patented security, data protection features • Made in USA

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Solid State Storage
Virtual Booth 3790 • Virtual Product 1890



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EMAIL: sales@bitmicro.com

Solid State Storage
Virtual Booth 1923 • Virtual Product 225

NSD RAMDISK Instant Access Disk

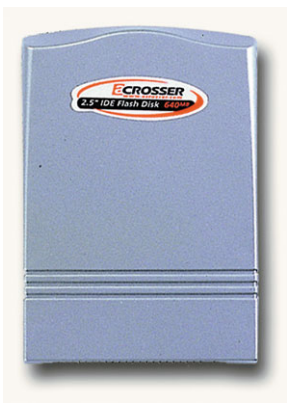


- Eliminate bottlenecks to the primary data storage system
- Improve system performance and transaction volumes
- Enhance customer service
- Reduce costs by extending server and software life
- Reduce nightly, monthly, and quarterly batch processing

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2.5" IDE Flash Disk
Virtual Booth 1351 • Virtual Product 1785



- Capacity: up to 640MB
- Standard 2.5" hard disk form factor
- Standard IDE hard drive interface/connector
- Support up to PIO Mode 4
- Wear leveling function to extend life of Flash memory
- Built-in ECC function detects & corrects data errors
- Endurance: 1M Program/Erase cycles
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Serial ATA Storage
Virtual Booth 1217 • Virtual Product 1696



Padova Technologies SlickStor product line offers one of the most dense storage raid products on the market today. Rackmount 2U and 3U units can accommodate up to 4.8TBs of Serial ATA Disks in 2U and 6.4TBs in a 3U system. All SlickStor systems are configured with SCSI, Single or Dual Fiber Channel RAID Controllers.
Starting under $5,000.00

SlickStor

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External Storage Solution
Virtual Booth 6355 • Virtual Product 1725



The **Accusys Acuta series** is a newly designed ATA external solution which lets you easily secure your data without bothersome setup procedures. It is the answer to your storage requirements.
- High Convenience, Supports Multiple Host Interfaces
- USB 2.0 or 1394 FireWire A/B host interface
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Accusys The RAID Architects

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EMAIL: sales@accusys.com.tw

SATA RAID Storage
Virtual Booth 188 • Virtual Product 499

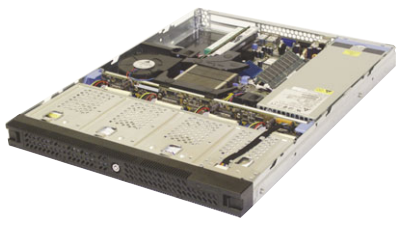


- 2U, 8 drives DAS with hot swappable component
- Host Support: Ultra320 SCSI or Fibre 2G Optical
- AV-certified for NLE: SD & HD editing (PC & Mac)
- IT-certified: SANRAD iSCSI & Qlogic Fibre Switch
- RAID: 0, 1, (0+1), 3, 5 with Remote Management
- Support upto 3.2TB in 2U & 6.4TB in 3U Rackmount
- Ideal for Clustering, D2D Backup, SAN, NLE Editing

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ATA NAS Chassis
Virtual Booth 3643 • Virtual Product 1198



StorTrends 2104 ATA NAS
- 1U system with support for up to four ATA hard drives
- Up to 1.2TB capacity
- Dual Gb Ethernet (PCI-X)
- AMI-designed, Linux-based NAS software
- Active Directory Services (ADS), Access Control List
- Snapshot, journaling file system, NIS

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NAS Nearline Data Backup
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BlueArc Titan NAS Server
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Maximize Investment Protection With The World's Only Modular Network Storage Solution
Titan enables high-speed data access and unparalleled scalability in a modular solution with maximum flexibility – offering Fibre Channel and ATA drives in a single system and the ability to upgrade server modules without replacing the entire system, saving time and money.

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High-End NAS Gateway
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3TB NAS Storage Appliance
Virtual Booth 699 • Virtual Product 1795



- AberNAS 231 - 3TB of Storage for Under $10,000
- Dual 2.4GHz Xeons, 2GB ECC Reg. DDR Memory
- 10 x Hot Swap SATA Data Drives
- 2 x OS Drives Mirrored for failover
- 460W Redundant Power Supply
- Hardware RAID 0, 1, 5, 5+
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fs[ix] Network Storage
Virtual Booth 4030 • Virtual Product 1969



fs[ix] Titan II 250GB Server

- Contains 250GB of disk capacity
- RAID 0 data protection
- Gigabit Ethernet network connection
- Made in the USA

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Intelligent FC-FC Storage
Virtual Booth 3656 • Virtual Product 1218



iQ1000 is an affordable SAN storage system w/embedded intelligence • Includes enterprise functionality: storage virtualization, snapshot, mirroring, remote replication, storage provisioning & automated capacity growth • Used for storage consolidation, business continuance & disaster recovery • Up to 4GB cache • Scales up to 17.6TB • All components are hot-swappable & redundant • 3-year warranty.

iQstor

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Phone: (805) 376-1010
Fax: (805) 376-1011
WEB SITE: www.iqstor.com
EMAIL: info@iqstor.com

Scalable SAN Solution
Virtual Booth 3780 • Virtual Product 1543

EMC²



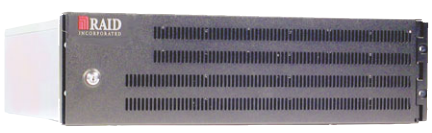
EMC CLARiiON CX300

- Up to 13TB capacity - scales from 5 to 60 drives
- Optimized for cost-effective UNIX, Windows, Linux and NetWare workgroup solutions
- Cached performance of 680Mbps & 50,000 I/Os per sec.
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4 Terabyte SAN Bundle
Virtual Booth 374 • Virtual Product 1204



$19,990

Storage Area Network Bundle Includes:

- 4TB-SATA RAID Array
- 8 Port 2-Gigabit Fibre Channel Switch (expandable to 16)
- (4) 2-Gigabit Fibre Channel Host Bus Adapters
- Fibre cabling and redundant active components
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Intelligent FC-SATA Storage
Virtual Booth 3656 • Virtual Product 1219



iQ1200 is the first all-in-one FC-SATA SAN storage system with embedded intelligence • Includes enterprise functionality: storage virtualization, snapshot, mirroring, remote replication, storage provisioning & automated capacity growth • Used as virtual tape library, disk-to-disk-to-tape, for fixed content, reference material, digital media or electronic vaulting • Up to 4GB cache • Components hot-swappable.

iQstor

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Online Disk Vault
Virtual Booth 3915 • Virtual Product 1784



ATABeast rewrites rules for cost effective RAID storage

- 2Gb Fibre Channel OR SCSI interface connectivity
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Networked Storage Solution
Virtual Booth 4124 • Virtual Product 2096



Networked storage made simple.
The EMC® CLARiiON® AX100 brings you all the benefits of networked storage-consolidation, backup and recovery, and advanced software management tools - all in a powerful and economical solution. CLARiiON AX100 extends the proven CLARiiON architecture, providing integrated functionality and ease of use at an entry-level price.

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High-End Storage Solution
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3U 16 Bay Raid Subsystem
Virtual Booth 3602 • Virtual Product 2066

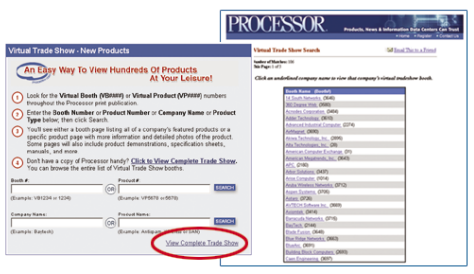


Ci Design is unveiling new FTS316 (2GB Fibre Channel to SATA) and STS316 (Ultra 320 SCSI to SATA) Storage systems featuring breakthrough tecnologies with a 4TB+ capacity at a super low cost, performance driven, 16HDD trays high availability system. With Intel® i80321 64-bit, 600Mhz RISC microprocessor, and cache memory up to 1GB of 200Mhz DDR.

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PROCESSOR

Ethernet Disk
Virtual Booth 3924 • Virtual Product 1804

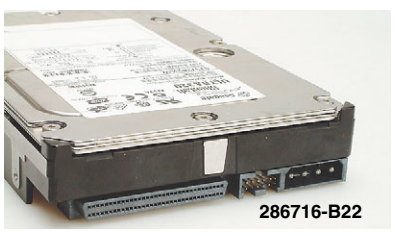


The LaCie Ethernet Disk is the first hard drive you can plug directly into your network. You can instantly add up to 500GB of storage space to users on your network. Just plug the Ethernet Disk to any Ethernet port, and start sharing the disk among as many as 25 users at the same time. Expand the capacity by simply daisy-chaining additional USB or FireWire hard drives.

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CRUZER® TITANIUM USB FLASH DRIVE

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Virtual Booth 3976 • Virtual Product 1891



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Data Security Platforms
Virtual Booth 3788 • Virtual Product 1555



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Thin Client Solutions
Virtual Booth 3628 • Virtual Product 1172

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- Central Management
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Secure Thin Client
Virtual Booth 3663 • Virtual Product 1226



BorderGuard™ Secure Thin Client
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- Includes Tunnel-Lock™ end-point security; blocks virus attacks when users are on a noncorporate network with security risks

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Thin Client
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Virtual Booth 2336 • Virtual Product 1220



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Compact, Fanless Panel PC
Virtual Booth 3414 • Virtual Product 1244



The GOT-2570S/GOT-2770S features:
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- 5.7" and 7.7" STN LCDs respectively
- Low power consumption Intel Xscale CPUs
- Built-in Flash memory and Windows CE.NET
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AXIOMTEK

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EMAIL: sales@axiomtek.com

Mini Computer Node
Virtual Booth 1217 • Virtual Product 1694



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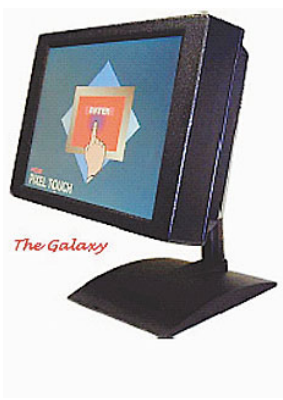


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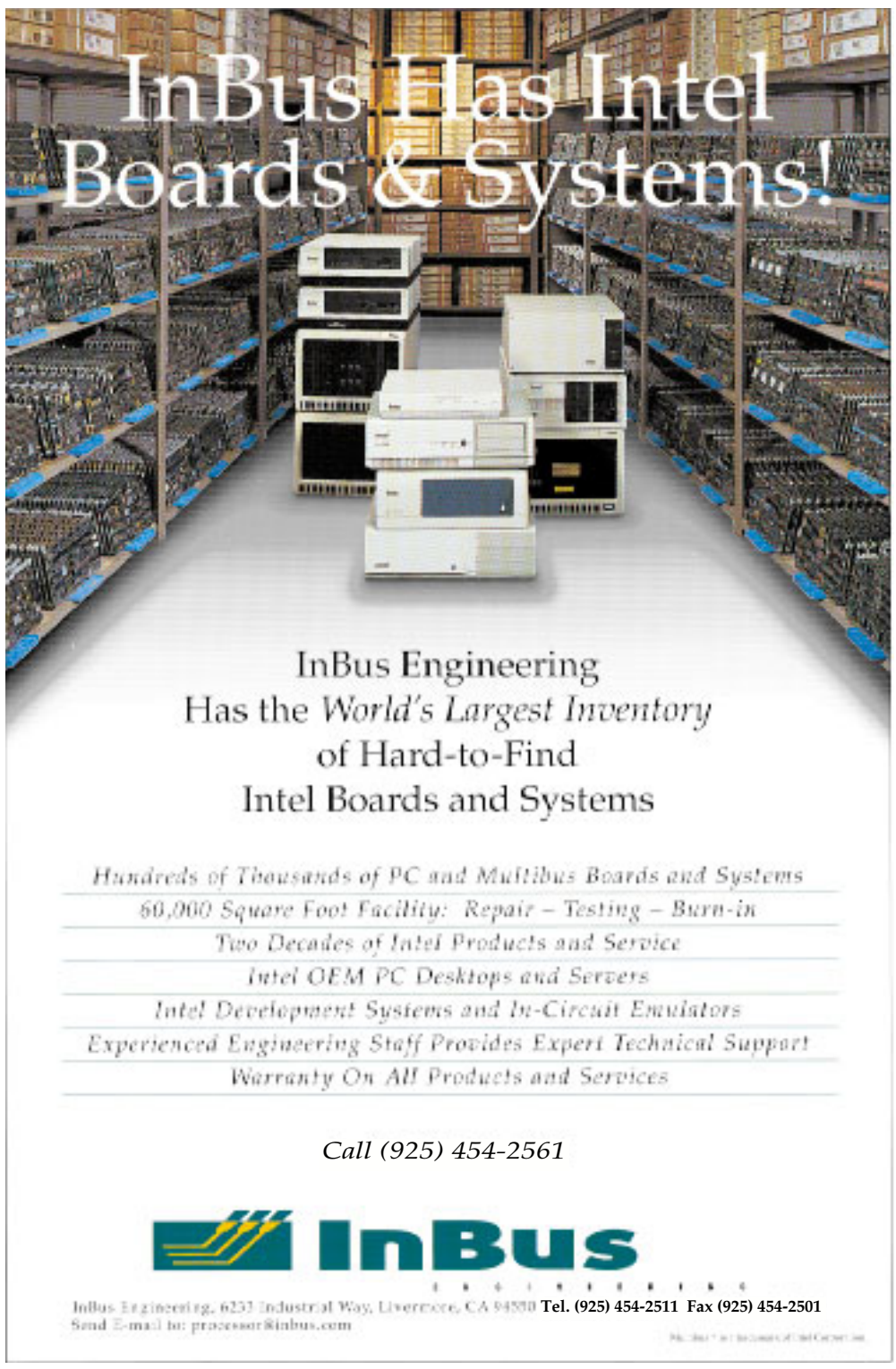
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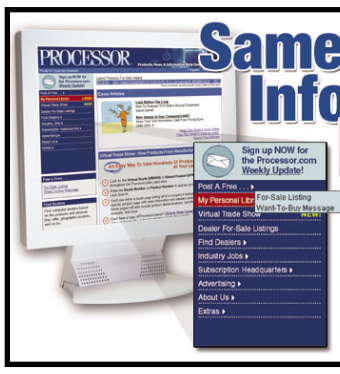
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